THE FINANCIAL POST

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SEPARATE ACTION OF PROGRESSIVES MEANS ELECTIONS

Would Add Trade Uncertainty to Deadening Burden of Taxes

GRAIN RETURNS SOAR

Fifty Million Dollars Added to Value of Canada's Wheat Crop Since the Last Estimate

As the opening of the Federal parliament approaches, the interest of the country at large turns to surmise and enquiry with regard to the probable introduction of legislation which may relate closely to the welfare of industry and trade. A matter of concern to all business is whether or not a general election is imminent. Gestures of strength and independent action on the part of the Progressives, coupled with an apparent lack of political support for the coalition proposal, increases the probability of an election—an eventuality which would tend to increase business uncertainty for the time, and most probably postpone trade revival. The outstanding bullish factor this week is the spurt in wheat prices which have gone substantially above the two-dollar mark.

From expressions of opinion by the leading Progressives, and from their general attitude and actions, especially at the Grain Growers' conventions, it is inferred that they intend to take a more independent stand than was the case at last session. The evident reunion of what is commonly spoken of as the Ginger Group with the main body would seem to infer a victory for the former, whose policy is more aggressive tactics and a more decided stand on many economic questions, particularly those bearing on the welfare of the Western farmer. Furthermore, if an impasse shoud be created, it seems probable that a dissolution would be recommended, and, in that event, it would be almost certainly granted. Many government supporters, it may be assumed, would favor such a policy on the ground that their chances of winning are better now than might be the case later. If this is an accurate analysis of the situation, and if, as now seems highly probable, the Progressives intend to play a strong, lone hand, it would all help to hasten a general election, which, at any event seems to be in the air. The approach of an election at this time cannot but add to the present uncertainty, regardless of whether or not a political change would make any material difference to business. Any likelihood of the formation of a coalition meanwhile grows more remote. Such a group would need the support of a number of experienced politicians with seats in the House, and this would be difficult, since neither party will support any new non-party movement, believing as they do that the only remedy for the present situation is to be found in fewer rather than in more parties.

In view of the situation outlined, leaders of business are viewing the outlook with none too much optimism. All agree that the tax burden, which in 1922-23 took approximately 20 per cent. of the year's net production from all industries, including mining and agriculture, or 50 per cent. of the net manufacturing production of the year, is one of the largest factors in depressed business. Yet the premier's recent speech in Toronto offered nothing in the way of tax relief, and the situation is not improved by the added prospect of an election.

Expanding Grain Revenue

With the upward trend of grain prices the revenue of the country expands by millions daily. The Bureau of Statistics recently estimated the value of the wheat crop at $325,332,000, using an average price of $1.20 per bushel. Since that time the price has continued to soar until the two-dollar mark is passed, and market information still emphasizes the world wheat shortage. Canada still has well up to 100,000,000 bushels for disposal, and the average price is nearer $1.75. This would add $55,000,000 to the earlier estimates, bringing the total to $380,000,000, as against $316,934,700 last year. The estimate of the total value of the field crops made two months ago by THE FINANCIAL POST SURVEY was $975,000,000. Based on prices current at that time, this figure

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Sherwin-Williams' Sales at Satisfactory Level

From Our Own Correspondent.

MONTREAL.—Sherwin-Williams preferred, the American stock, was bought in by the company the other day and this indication of the strength of the company caused a rise in the common shares from around $30 to $36. There was strength also in the shares of the Canadian Sherwin-Williams during the past week. The stock is not widely held and any slight demand stiffens prices.

It is asserted that no steps have been taken, looking either to the long promised split-up of the shares or to an increase in the dividend. The company's earnings are likely to show improvement this year, as the demand for paint has been steady and sales have been maintained at a satisfactory volume.

Trade Mission to Indies Unlikely to Bring Results

From Our Own Correspondent.

HALIFAX.—Practical shipping men here are not hopeful of any great development in Canadian-West Indian trade, as the result of the present mission headed by Hance Logan, M.P. At the same time they would not discourage efforts in this direction made in a sound practical way. It is pointed out, as a matter of fact, that no part of the West Indies, either British or foreign, is an easy market for Canadian exporters where they have to meet the competition of either the United States or Europe, except in such lines as fish and wheat products. How could it be otherwise, it is asked, when Canada has difficulty in holding her own market, even with the aid of a fairly high tariff? There seems to be no more chance of selling manufactured goods in Porto Rico than in New Hampshire or Rhode Island. The same can be said for Cuba and these two markets are three-fourths of the whole trade.

As regards prospects for the development of banana trade with the Indies, the great difficulty is that the banana business cannot be successfully developed unless shipments are made every few days and these must be by steamers especially fitted for this particular trade. This matter has been thoroughly investigated by the Halifax Board of Trade and the prospects are not regarded as very encouraging.

CANADA SPENDS MUCH BUT GETS FEW IMMIGRANTS

Results of Year Are Disappointing—Must be New Effort

From Our Own Correspondent.

OTTAWA.—The official returns have confirmed intimations of THE FINANCIAL POST to the effect that immigration during 1924 would fail about 10 per cent. below that in 1923. The figures are: 1924, 124,450, and in 1923, 137,320.

At the rate immigration has fallen off during the last few months it looks as though on the whole of the fiscal year the decrease would be 20 per cent. During the first nine months of the fiscal year to December 31, the arrivals were 100,579. As during the whole of the last fiscal year they were 148,560, it is quite evident that the foregoing conclusion is well warranted. During December only 2,765 persons arrived, a decrease of 58 per cent. as compared with the number during the corresponding month in 1923. The decreases started in July and have continued without interruption.

It is quite evident from the December figures that in the countries from which our settlers come, immigration has received a severe check. December, of course, is not usually a month of heavy immigration, but the figures enable one to get a line on what is happening. Last month the arrivals from Britain were 687, as compared with 1,634 in the corresponding month of 1923; those from the United States were 741, as compared with 1,075; while those from other countries were 2,765, as compared with 6,589.

Figures such as these look very small alongside what is happening in the United States, where Congress has had to enact the most stringent legislation in order to keep immigrants out.

In the meantime the trade returns show that settlers continue to leave the country in considerable numbers. During the calendar year 1924 the value of settlers' effects brought in

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BOSTONERS' FIGHT TO GET CANADIAN POWER BROADENS

Scene of Battle Shifts From Ottawa to Quebec—Efforts Now in Open

From Our Own Correspondent.

MONTREAL.—Premier Taschereau's declaration that any one who wants to export power from Quebec will have the provincial government as well as the Dominion government to deal with has shifted the scene of the fight being waged by strong Montreal and Boston interests to get permission for export of power from Carillon, on the Ottawa River. These interests having been working, quietly, in Ottawa in an attempt to swing the Dominion government to their viewpoint. Now they have changed the scene of their fight to Quebec and have this time come more into the open. A letter was circulated this week among members of the provincial legislature setting forth arguments in favor of exportation of power from Carillon. The letter was signed by municipal officials and residents of the Ottawa Valley district. Another signature is that of Hon. Henry Miles. Senator Miles has important interests in the Carillon district and is reputed to control the Carillon power site.

What Petitioners Ask

Briefly summarized the arguments for the development are as follows: The letter adds: "To-day it can be

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BOARDS OF TRADE ASK RELIEF FROM BUSINESS TAXES

Favor Policy to Encourage Important Home Industries

ONEROUS INCOME TAX

Attention Called to the Fact That Such Taxes Are From 33 to 500 Per Cent. Higher Than in United States

From Our Own Correspondent.

OTTAWA.—The deputation representing the Ontario Associated Boards of Trade and Chambers of Commerce placed before the Government a large order when, it asked for a substantial reduction in the income tax; for reductions in the surtaxes on large incomes; for tariff changes that would foster, rather than injure home industries, for protection for shipbuilding; for a reduction in postage to other countries; and for the elimination of duplication in the levying of taxes.

The boards of trade are evidently afraid that if something is not soon done to reduce the income tax, and especially to reduce the sur-taxes, this country may soon find itself in the position of levying heavy surtaxes, while across the line they will have been pretty well abolished. Even under conditions as they exist to-day the income tax in Canada runs all the way from 33 to 500 per cent. higher than it is in the United States.

This may seem to be an astonishing fact, but it is true. Assuming that in both countries income is "earned," in the United States on incomes of $1,000,000 a tax of roughly $430,000 is paid, whereas in Canada the tax is very nearly $700,000. On a $3,000 income of a married man with no dependents $40 is paid in Canada and $7.50 in the United States.

Worst Yet to Come

This is a bad enough disparity, but there is good reason to think that if reductions are not quickly made in Canada the worst is yet to come. There is every prospect that during the next session of congress the Mellon plan for the reduction of surtaxes on incomes will be put through. It it is, and those on this side of the line remain as they are to-day, it will be a penalizing of capital in this country so heavy as to amount virtually to confiscation. Indeed, it would have the effect of drying up very largely the sources of new capital. It would also be a deterrent on American capital coming to Canada.

The reply made to the deputation shows that the government quite realized the serious nature of the situation, but with a loss of $55,000,000 in revenue this year staring it in the face it is difficult to do anything. And the Canadian National Railways are not helping the revenue to anything like the extent that had

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The Problem of the C. G. M. M.—Its Solution

Third of Three Editorials

If what we have said about the Government Mercantile Marine is well grounded, we may fairly be asked what we think ought to be done with it. One always finds it easier to say how any unfortunate situation might have been prevented than to indicate what is the proper policy once it has arisen. But facts must be faced, and the remedy—however unpleasant—must be accepted.

Here we have a public enterprise that has been proved to be proceeding at a huge loss, without any countervailing advantage. Some will say that it at least gives employment. True, and that is a natural—though an inadequate—reason why not a few should be misled into seeing in its continuance all sorts of public benefits that do not exist. It is utterly unsound, economically, to maintain schemes of public work on no other ground than that they provide employment. This is a mere temporary palliative—what doctors call a mere "disguising of symptoms."

There is, no doubt, a sentimental charm about seeing "the Canadian flag everywhere on the "seven seas." That the Government Mercantile Marine is not likely to carry that flag over more than the merest fraction of the area it promised, we have found reason to believe. At present some of our government ships are plying for a great part of their voyages between ports that are not Canadian at all—loading at one foreign port and unloading at another, while the cost of this foreign carrying business is an element that keeps the taxes of Canada enormously high.

So, when it became plain not only that this public undertaking would not pay, but that its annual losses would be huge, the ships ought to have been sold. They could have been sold some years ago at a figure quite unattainable now. We are aware that a growing estimate of their value today is propounded in the annual report. Every Canadian will be delighted to find that the estimate is even approximately correct, for in that case we shall emerge from our experiment, having sold our stock at a comparatively high price. Our own conviction is that nothing like this price is obtainable on the market. But in spite of this, our only wisdom is to sell on such terms as are within our reach.

For what is the alternative? The longer we persevere with a project whose unsoundness has been demonstrated, the more difficult it will be to escape from it at all. Just now we are yielding to the old temptation to "throw good money after bad," and this temptation will become not less but greater. Those ships are subject to annual depreciation. If we mean to keep the Government Mercantile Marine afloat we shall incur tremendous cost both in repairing the ships we have and in providing new ones as these wear out. Our problem, on a great scale, is just the problem which meets on a small scale every man of business who has made an unwise venture. And the principle of its solution is always the same. We must "cut our losses" and profit by the lesson. No blame, we repeat, is suggested for the policy that originated this misfortune. Some blame must fall on the unwisdom which has refused to see long ago that it should be dropped. But if we cannot read the moral even yet, or fail in the resolution to act upon it, we shall be inviting a calamity that is without excuse. At least sixty million dollars gone irrecoverably! More going year by year, and no compensation in sight! Promises discredited and hopes dashed to the ground! We are not surely wiser than all those other countries which, with less evidence than we have had that their project was disastrous, have been far quicker than we to reduce their disaster to a minimum. As Admiral Fisher said on a famous occasion—"Scrap the lot."

Exporting Raw Materials Likened to Man Living on His Capital

THE FINANCIAL POST'S recent story that Nova Scotia gets $8 out of each cord of pulpwood cut and exported to the United States, while the state of New York gets $50 when it is turned into paper, has aroused interest in the Maritimes. Fredericton, N. B., Mail, says THE POST'S story applies to an even greater extent to New Brunswick. It adds:

"A country exporting its raw materials can be likened to a man living on his capital. The natural resources of a country are the birthright of its citizens, not only of one but of all generations. Every effort should be made to prevent exploitation of our natural wealth by people living beyond our border. The difference between $8 and $50 per cord for pulpwood would mean for New Brunswick an era of hitherto unknown prosperity, which would enter every home in the land. The means to secure this wealth for ourselves lies in the utilization of our water power to lessen the cost of production and to pave the way for industrial expansion."

Sectional Differences That Endanger a United Canada

Are of More Concern Than the Question of Loss of Political Entity, Says Sir Joseph Flavelle, Speaking at Quebec

Sir Joseph Flavelle was one of the leading speakers Thursday night at the "Bonne Entente" dinner at Quebec. His views on the subject of racial differences in Canada are very important. His address in full follows:

In a speech delivered in Paris during recent weeks, the British Chancellor of the Exchequer is reported to have said:

"No one can defend the enduring interest of his own country better than the man who comprehends what is right and reasonable in the view of others."

Will you be good enough to have this statement in mind in what I will immediately say to you?

The scattered provinces of the Dominion, reaching across the continent, are divided by great physical barriers, by dissimilarity of interests, and by race distinctions. To pull them together, and to keep them together in unity of purpose, we supremely need belief in one another, notwithstanding we may differ in many apparently essential matters. This belief thrives only in an atmosphere of mutual respect and confidence. Along this road lies the way of constructive cooperation indispensable to the hope of a great destiny for the Dominion and her people.

If we are to play our part, I venture to think the effort common for us all lies in the conquest of ourselves, the most difficult and least practised effort. It is so easy, and in some respects, stimulating, to emphasize our points of difference, though we thereby breed intolerance, that arch enemy of good understanding. The way of safety and progress lies in seeking to comprehend what is right and reasonable in the view of each other, and to adjust our differences in the light of such knowledge.

Endanger Co-operation

Perhaps there has not always been the "will" for good will; that quality which is at the root of good understanding, and will not let go because there are things between us difficult to understand and compose. We should not take good will too much for granted. There are options, widely exercised, that have to do with prejudices which produce bitterness. These endanger enduring cooperation, if they do not render it well nigh impossible. We should not forget there is a natural tendency in racial and sectarian divisions, to hold opinions as matters of conscience, and their acceptance as carrying out the will of God and duty to the state. They are virile men who subscribe to them, men tenacious in their views. They will not respond to amiable platitudes, however influentially sponsored, that they should reconsider their position. Moreover, apart from all other reasons, they carry political influence of great importance and of necessary recognition. We, in these two provinces, therefore, are confronted with a condition, not a theory. We will work through it only in patient, reasoned effort, with good temper and a broad generous spirit of give and take. If a sufficient number of men in our province and in yours are unwilling to follow a course based upon wise tolerance and constructive endeavour in good faith, which is costly in time and effort, I fear gatherings such as this, immediately delightful as they may be, will accomplish little of practical value.

There is a lighter, common sense, deeply human side, which I will illustrate by reference to the writings

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WHOLESALE GROCER MERGER INVOLVES NUMEROUS HOUSES

Ontario Concerns Involved in Plan to Aid Retailer Compete With Chain

A development due to chain store success in the retail grocery business is a merger of wholesale grocery houses now under way in Ontario. The entire holdings of many wholesale groceries in Ontario are being purchased, and behind the scheme is a plan to help the independent retailer who is competing with the chain store, and who is the customer of the wholesaler. Marland Woolnough, president, Marland Woolnough and Co., Niagara Falls, who is pushing the project, told Canadian Grocer that lower selling cost is the one salvation for the independent merchant; that at the present time wholesalers have their costs down as low as they can possibly get them, based on the present system of buying, selling, distribution and credit; that if any further reduction is to be obtained, it must come from reducing the number of wholesale houses, at the same time eliminating the enormous waste under individual operation, thus lowering overhead to a minimum. These factors plus the tremendous buying power of such an organization would thus solve the problems facing the average grocer to-day. This, he maintains, can only be accomplished by a merger such as he is urging, that it will mean lower prices to the retail trade and, naturally, this will give the retailer a better opportunity of competing by means of lower prices with the chain, cash and carry and groceteria stores.

With the exception of two or three, every wholesaler west of Toronto, as well as a good many in Toronto, have optioned their houses. They are purchasing stocks only of wholesalers. But in some cases premises of firms with trackage facilities would be taken over as well. There would be a central buying organization located in Toronto. This organization would purchase for all warehouses, and each warehouse would supply goods to the trade in a particular zone. This, he said, would stop the competition in trucking from one territory into another as is the method at the present time. He believes this would considerably reduce overhead costs. It would also save freight as the retailer would be supplied from the nearest warehouse, and there would be no overlapping.

While under the new plan there would be the elimination of fifteen grocery houses, at the same time every point of present operation would be maintained. The merger plan at present is taking in firms doing approximately $45,000,000 business per annum.

EXCHANGE EXPERT SEES NO NEED FOR A CENTRAL BANK

Would Add Nothing to Machinery Available in Canada

TOO MUCH CONTROL

A. J. Glazebrook, in University Address, Disposes of Some Theories of a Utopia by Legislation

If Canada has need for a central bank of rediscount, for which there is considerable propaganda throughout the country by those who are evidently in favor of anything in the way of radical experiments with our financial system, it is not apparent to such a widely experienced, practical man of money and finance as A. J. Glazebrook, of Glazebrook and Cronyn, exchange brokers, Toronto. Mr. Glazebrook discussed the proposal in an address to the University of Toronto extension course on the business cycle last week, and it was quite evident that his matter-of-fact way of dealing with this and other questions affecting our banking system and economic customs and institutions, tended to disperse some of the theories and illusions of the university students as to regulating ourselves into a state of continual prosperity and permanent financial stability by legistrative control of the banks, of prices, of money, and of business in general. Mr. Glazebrook frankly expressed his opinion that we could not legislate ourselves into a business and financial Utopia, and that, after all, we had to depend upon the ability and integrity of individuals; too much regulation he evidently regarded as just as bad, or worse, than none at all.

Australia and the United States

Speaking from an intimate knowledge of business and financial conditions, methods and machinery in England, the United States, France, Germany, Australia, and other parts of the world, Mr. Glazebrook could see nothing of advantage that a central bank could provide for Canada that is now lacking. He referred particularly to Australia's new central bank. It was a good thing for Australia because of the conditions existing. Australia had big credits in England, her market, which could not be transferred to advantage. It was proposed to issue notes in Australia against balances in England. This could be better done through one central bank than through a number of banks; it facilitated the operation. But there was no such need in Canada, because Canada had a financial market for everything she produced in New York, and was able

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No Tax Levy by Alberta Municipality for 1925

CALGARY.—Municipality No. 37, known as Sugar City municipality in the district of Raymond in Southern Alberta, is reported, in a statement issued the past week, to be in such splendid financial condition that there will be no tax levy necessary for the coming year. This condition of affairs has been brought about since the organization of the municipality two years ago.

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BUSINESS BETTER IN RURAL QUEBEC THAN IN CITIES

Manufacturing Lines Are Still in Condition of Depression

The Province of Quebec is one of those sections of the country which, with the exception of certain well defined lines of industry, has continued to improve gradually, if slowly, and is now in as favorable a position as any other part of the Dominion. The year was very successful from an agricultural standpoint. A good average harvest was reaped, and this, at current high prices, has placed the farmer on his feet again. An unmistakable improvement took place during the year in the dairy farming situation as well as in the raising of hogs. In most rural sections of the province, a betterment in retail buying is reported, although this has not materialized to anything like the extent that was expected. Retail and wholesale business in the larger cities is not very active, having to be stimulated by sales.

Building permit figures show that in this field there has been greater activity than in any other. But while there has been a gradual upward trend in permit figures, as will be seen from the chart accompanying, it must be stated by way of qualification that this activity has been largely confined to the cities and especially to Montreal. Building in the rural sections has not been particularly active. One of the leading activities of the year in the rural parts has been the construction of roads. Municipalities built more than 300 miles of roads during the year. It is estimated that the tourist traffic means something like $30,000,000 to the province annually, and this will most probably increase rapidly with the construction of and improvement of the highway system of the province.

The mining industry has been active during the year, and prospects are for an increase in this respect during 1925, despite the fact that the asbestos industry is still somewhat depressed. The total output of the mining industry has increased from $8,000,000 in 1910 to nearly $20,000,000 at the present time.

Most of the manufacturing lines are rather quiet, and there is little evidence that any radical improvement is in sight. The high price of raw cotton following three short crops, and the keen competition on the part of countries where production costs are lower, has placed the cotton industry in a very difficult position. In addition, there is an unusually large stock of manufactured goods on hand.

In the hardware and steel and iron industries the outlook is better. With the higher prices of metals, dealers are expecting higher product prices. The pulp and paper industry continues to enjoy healthy conditions.

Taking the situation as a whole, the farming and rural conditions are in a favorable position, but in spite of much promise and optimism, the industrial situation is not yet favorable. Figures showing the progress of business follow:

Employment Situation.
% of Jan., 1920.

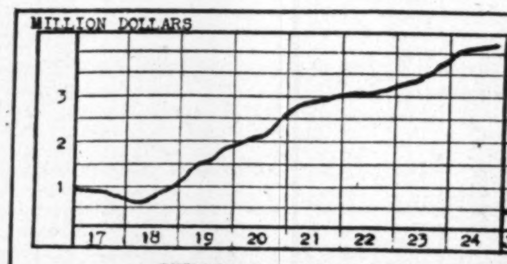
....	Prov.	Montr'l
January	90.5	86.3
February	92.8	87.1
March	93.5	87.7
April	91.5	90.1
May	94.1	92.8
June	99.9	96.2
July	100.6	94.8
August	98.7	95.1
September	97.8	92.9
October	97.6	93.7
November	97.1	92.4
December	95.3	83.1

Decline in Farm Returns
(000 omitted)

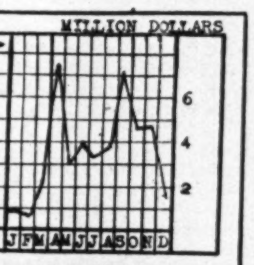
	Wheat	Oats
1918	$14,382	$52,657
1919	12,029	60,712
1920	8,456	58,722
1921	4,379	30,355
1922	3,491	38,614
1923	1,758	28,026

Quebec Failures
(Bradstreet's)

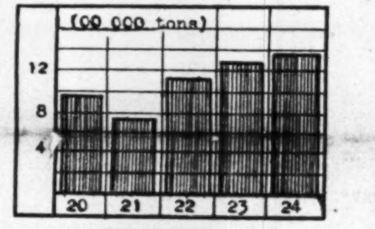
	1923	1924
Number	992	812
Assets	$7,792,679	$6,768,100
Liabilities	$20,853,118	$17,001,233



BUILDING PERMITS IN QUEBEC



1924 PERMITS



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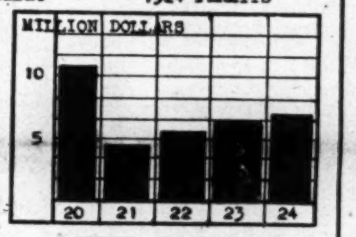

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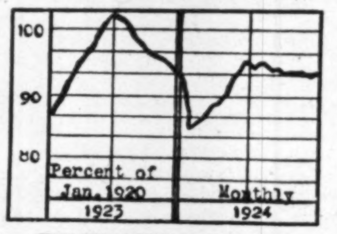
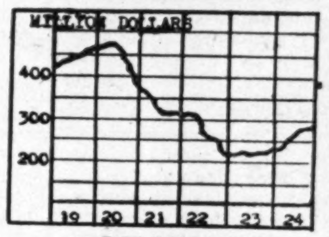


EMPLOYMENT IN QUEBEC



FARM REVENUE

WOOL PRICES REACT TO WORLD SHORTAGE

Increased Use of Wool Garments and Decline in Sheep Raising Led to Price Rise

Four factors, according to a study made by the Bureau of Statistics, are responsible for the gradual rise of wool prices during the past twelve months. These are: recently increased Japanese and European demand; the disappearance of stocks of raw wool; reduced world production, and increased world consumption in comparison with pre-war days. The factor which made the enlarged demand for Canadian wool possible was the introduction of a better grading system, a change which opened the British market more extensively to our product.

The countries which suffered a wool shortage during 1924 were chiefly Australia, New Zealand, South Africa and South America. Australia's shortage alone was 400,000 bales as compared with 1923 and 1,000,000 when compared with 1921. The decline in wool production is largely due to the competition of mutton, since cross-bred sheep have been substituted for the better wool-bearing merinos. The world's annual merino clip has declined by 175,000,000 pounds. Taking the world as a whole it is estimated that there are now 100,000,000 less sheep than there were in 1900.

Since the disposal by the British Australian Wool Realisation Association of their surplus wool left over from war conditions, the world's supply is entirely on the sheep's back, and it is estimated that the clip in 1924 was only 2,511,000,000 pounds in comparison with 3,203,000,000 in 1909-13 and 2,604,000,000 pounds in 1923. The yearly consumption at the present time is in the neighborhood of 2,800,000,000. It is evident that present supplies are inadequate to meet demands, and this situation serves to explain the price rise during recent months.

VALUE OF FRUIT CROP

It is estimated that the wholesale value of the commercial crop of all fruits in 1923 was $33,169,143.

Railways Affected by Change in Rates

From Our Own Correspondent.

OTTAWA.—The hearing on February 3 before the Supreme Court of Appeal of the western provinces, against the order of the railway commission in the Crow's Nest rate case, will witness the largest array of eminent counsel that has appeared before that body for a long time. Before this tribunal only ability counts, and the litigants know it.

In the meantime the situation from the standpoint of railway earnings continues to be unfavorable. During the first three weeks of the year, the Canadian National gross earnings were 11 per cent. below for the corresponding period of 1923, while the Canadian Pacific's earnings were also similarly affected.

Car loadings show that to some extent the reduced grain movement is being offset by an increase in shipments of other basic products and general merchandise. Indeed, in-so-far as the latter are concerned, car loadings so far this year have been slightly ahead of those of a year ago, the total loadings for the first three weeks having been 5,890 over those for the corresponding period last year.

However, it will take a very large increase in general freight to make up for the loss through the reduced grain movement, for it is not thought that the farmers of the West have much more than 28,000,000 bushels of wheat on their hands.

Half Rocky Mt. Lumber Orders Are From U.S.

From Our Own Correspondent.

NELSON.—Lumber production in the mountains is at the usual winter standstill. Sufficient business has been coming in to keep the planing mills and shipping departments busy. Half the fair amount of orders are from United States. Lumber prices have improved, and are now somewhat firm. Logging is proceeding on about the usual scale, or a slightly reduced one. When sawmills start in the spring, unless the board of adjustment grants some exemptions, operators will face an eight-hour day against a 10-hour one in the past, and it is roughly calculated that this will mean a 20 per cent. increase in manufacturing cost.

CENSUS REPORTS HAVE VALUE FOR BUSINESS FIRMS

Reports Now Coming Out Will Prove Aid in Marketing

The first volume of the series that will give the complete record of the sixth census of Canada, made in 1921, has just made its appearance from the Dominion Bureau of Statistics, at Ottawa. Lest the impression should be given that the report of the census is too much out of date to be of practical value to business men, haste should be made to add that ever since March, 1922, a series of preliminary bulletins have been coming out of the department covering the various features of the census as a whole, and that these bulletins contain the more important information that business men want from the census bureau.

The chief purpose of the census is to fix the population of the country by electoral districts and provinces in order to determine the representation of each part of the country in parliament. But the census has passed beyond this preliminary stage, and the reports are of exceedingly great value to business men as well as to students.

What Can be Learned

For instance, if a manufacturer of men's clothing wants to know what should be his comparative sales in different parts of Canada, he could find out from the census exactly how many men there are in every district in Canada and he can find how many men there are in every age group. A manufacturer of bicycles can learn how many boys there are between the ages of 10 and 20 in any community and district. It is possible to learn from the census figures just what communities have a French population and what have an English population; what communities are made up mainly of Canadian-born citizens and what communities are made up of British-born or foreign-born citizens. The advertising man can utilize census data to enable him to find the appeal for his copy in different parts of the country. The sales manager can learn the comparative density of population in each district.

The census has a practical value for business men, who will get copies of the preliminary reports from the Dominion Bureau of Statistics, and of the larger complete reports as they come out and make more than a casual study of them.

Here, for instance, is a list of preliminary reports that have already been issued:

Subject—	Date Issued
Population—	
1 New Brunswick	March 16, 1922
2 Nova Scotia	April 6, 1922
3 Prince Edward Island	April 10, 1922
4 Alberta	May 8, 1922
5 Manitoba	June 7, 1922
6 British Columbia	July 10, 1922
7 Saskatchewan	July 9, 1922
8 Ontario	June 16, 1927
9 Quebec	June 20, 1922
10 General Summary	December 27, 1922
11 Racial Origins	March 28, 1923
12 Religions	April 26, 1923
13 Dwellings and Families	Nov. 16, 1923
14 Ages	Nov. 19, 1923
15 Conjugal Condition	Nov. 26, 1923
16 Birthplaces	Dec. 22, 1923
17 Literacy	(to be issued)
18 School Attendance	(to be issued)
19 Years of Immigration	(to be issued)
20 Birthplaces of Parents	(to be issued)
Agriculture—	
1 Field Crops of West	March 8, 1923
2 Prince Edward Island	April 6, 1923
3 New Brunswick	May 18, 1923
4 Nova Scotia	July 10, 1923
5 Manitoba	July 17, 1923
6 Quebec	Oct. 25, 1923
7 Ontario	Sept. 21, 1923
8 British Columbia	Sept. 14, 1923
9 Saskatchewan	Oct. 1, 1923
10 Alberta	Oct. 25, 1923
11 General Summary	Dec. 24, 1923
12 Pure Bred Animals	August 24, 1923

Why Agriculture Predominates

It will be noted that agriculture seems to be the only industry given thorough study. But it must be remembered that yearly censuses of industry are taken in Canada and that multigraphed reports on any industry giving very thorough information about the production, imports, exports and even about such things as the number of machines of various kinds used in the industry are avail-

(Continued on page 23)

Canadian Conditions

Car Loadings—		
	1925	1924
Week Jan. 17	52,618	49,580+ 6.1%
	1925	1924
Yr. to date	143,141	137,251+ 4.3%
Grain Receipts—		
Aug. 1 to Jan. 16	180,031,978	291,487,217—38.3%
Building—		
	1924	1923
December	$5,530,683	$6,596,703—16.1%
12 months	112,978,719	120,174,563— 5.9%
Bank Clearings—12 months—		
	1924	1923
	$16,979,923,607	$17,332,632,355—2.%
Savings Deposits—Chart. Banks—		
	1924	1923
November	$1,231,861,390	1,179,914,963+ 4.4%
Current Loans—By Banks—		
	1924	1923
November	$961,349,103	988,221,179— 2.7%
Net Dominion Debt—Dec. 31—		
	1924	1923
	$2,417,745,930	$2,415,538,100+ .09%
Railway Earnings—		
November—		
	1924	1923
C.P.R.	$18,100,945	22,244,319—18.6%
Oper. ex.	12,071,064	16,133,849—25.2%
Net	6,029,881	6,110,470— 1.3%
C.N.R.	20,946,123	24,087,039—13.0%
Opr. ex.	17,231,819	19,478,662—11.5%
Net	3,714,304	4,608,377—19.4%
11 Months—		
	1924	1923
C.P.R.	166,311,984	176,700,415— 5.6%
Oper. ex.	133,314,044	143,177,532— 6.9%
Net	33,497,940	33,522,882—0.07%
C.N.R.	216,271,446	230,482,380— 6.1%
Oper. ex.	201,787,478	213,759,330— 6.1%
Net	14,483,968	16,723,089—13.4%
Balance of Trade—		
12 months, Dec. 31—		
	1924	1923
Exp.	$1,058,057,898	1,014,944,274+ 4.2%
Imp.	808,195,573	903,030,515—10.5%
Bal.	249,862,325	111,913,759+123.2%

IT'S WORTH KNOWING, TOO!

To know that the Thompson - Starrett Company is in charge of your building operation is to know that it will be conducted wisely and safely and with the least possible expenditure and time and money.

THOMPSON-STARRETT Company, Limited
Building Construction

CANADIAN BANK NOTE COMPANY
LIMITED
Engravers and Printers
BANK NOTES AND CHEQUES
CORPORATION BONDS
STOCK CERTIFICATES
MUNICIPAL DEBENTURES
AND OTHER
MONETARY DOCUMENTS
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MONTREAL TORONTO

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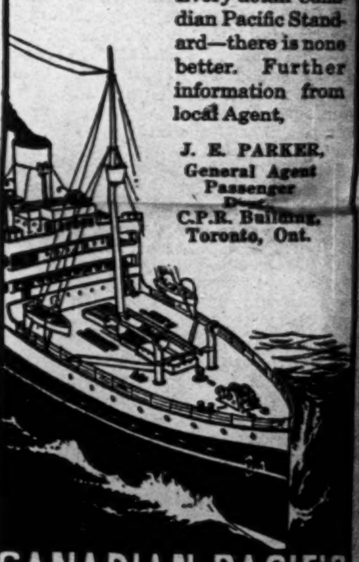
PALATIAL LINERS sailing regularly and frequently from the port of St. John, N.B., provide travellers to Europe with the utmost in service and comfort.

Every detail Canadian Pacific Standard—there is none better. Further information from local Agent,

J. E. PARKER,
General Agent
Passenger Dept.
C.P.R. Building,
Toronto, Ont.



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Particularly Good Location for Five Houses
$70 PER FOOT
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CONSULTING ENGINEERS
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When Remitting Send a
DOMINION EXPRESS MONEY ORDER
For Sale at C.P.R STATIONS and
DOMINION EXPRESS AGENCIES

The Mercantile Agency
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Consult us before extending credit or if customers are delinquent.
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Wilson Building, 73 Adelaide St. W. Toronto, Canada.
Cable Address: "Bankruptcy" Toronto.

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MONTREAL TORONTO HALIFAX

SPECIALISTS
in the more difficult problems of construction.

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ELECTRICAL AND MECHANICAL CONSULTING ENGINEER.
Design, Specifications, Supervision, Reports, Power Plants, Sub-stations, Transmission Lines, Industrial Plants.
406 Fashion Craft Bldg. WINNIPEG

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BUY
CANADIAN NATIONAL EXPRESS MONEY ORDERS

G. A. STIMSON & CO.
EST'D. 1888 LIMITED.
GOVERNMENT, MUNICIPAL, AND RAILWAY BONDS
36-38 KING ST. E. TORONTO

When selecting a Trust Company as an Executor choose one whose fixed policy is to give

Financial Assistance

to Estates being administered by it

PAID UP CAPITAL AND RESERVE $1,259,430.36

The Imperial Canadian Trust Co.

Executor, Administrator, Assignee, Trustee, Etc.

Head Office, Winnipeg.
Branches: Saskatoon, Regina, Edmonton, Calgary, Vancouver, and Victoria.

GOOD YEAR FOR FOX RANCHERS

SUMMERTOWN.—Fox ranching continued to prosper in Prince Edward Island during the past year, some $3,000,000 being realized from the sale of live foxes and pelts. The desirability of the island's foxes for foundation stock has brought about a heavy demand on the provincial stock and during 1924 shipments were made to Upper Canada, Manitoba, Alberta, British Columbia, Oregon, Washington, France and England.

WESTERN FARMER AGAINST DUTY ON WHEAT EXPORTS

Claim That World Needs Blending Wheat More Than Flour

From Our Own Correspondent.

WINNIPEG.—Why not put an export duty on Canadian wheat, in order to insure that more of our wheat shall be ground into flour in Canada before export? Why let United States millers continue to obtain good Canadian wheat which they mix with inferior varieties in that country and then export in competition with Canadian flour, getting back when they do so 99 per cent. of the duty they paid when Canadian wheat crossed the boundary into the United States?

In the first place, the farmers who grow the wheat want the widest possible market for it, and would bitterly oppose any move that seemed to restrict that market. Indeed, it is almost dangerous to bring forward the proposal at all, lest it be taken in Western Canada as additional evidence that the East does not understand the economic problems of Western Canada. The second reason is that such a duty would not bring about the desired result, which presumably is to get the maximum value for Canada out of her wheat crop. It would probably result in the country getting less out of its wheat than it otherwise would.

The explanation is that the rest of the world, generally speaking, wants Canadian wheat more than it wants Canadian flour, and will pay more for it. The great value of our Western hard wheat lies not in the fact that it makes the best flour in the world, which, with some reservations is probably the case, but because it can be mixed with other varieties of wheat to make flour suitable for bread making. Mixing, as a general rule, is more cheaply and satisfactorily done with wheat before it is ground, in order to produce a uniform blend of flour, than by mixing flour after it passes into the hands of the baker. Some Canadian flour, because of its great strength, can be sold in Great Britain and Europe in successful competition with flour from mixed wheat, but on the whole it would be too extravagant and costly a proceeding for the rest of the world to use Canadian flour to the exclusion of flour from mixed wheats.

It is only in British and European mills that the process of mixing is carried on to its highest degree. Some countries which import our wheat for milling purposes, notably China, which is well provided with excellent mills, either have not attempted or do not understand the art of mixing, and they simply grind Canadian, Australian, or other wheat, straight as it is received, and make no attempt to turn out a uniform blend. There are other countries to which we export flour where milling is not carried on to any extent, and our flour is valued because of its high quality, and especially in tropical countries because it keeps better than flour from softer wheat.

The highest use, that is, the use for which the world will pay us most for our wheat, is for mixing with other wheats for the manufacture of flour. When our crop is exceptionally large, as was the case in 1923, it tends to exceed the world's demand for mixing wheat. Then it has to be sold simply as wheat, more or less on the same price level as other wheats. Such a situation is all to the advantage of the Canadian mills, which can mill our wheat straight and sell the flour in at prices that will compete with prices for wheat from mixed flour. At other times, such as this year, there is a scarcity of high protein hard spring wheat, and the rest of the world competes for the limited supply, and will pay a considerable premium for such wheat over the values of other wheat. Canadian wheat goes to a premium over the value of Canadian flour, and creates a difficult situation for Canadian mills in their export trade.

When millers in the United States buy Canadian hard wheat for mixing with their own softer wheat, they are putting our wheat to its natural and highest use so far as world commerce is concerned. If it were not mixed here it would be mixed elsewhere. Prevent our wheat from being used for mixing, and you destroy part of its value, and you will get less, on the whole, for it.

Want Tax Reduction For British Industry

LONDON.—Some remission in the heavy burden of direct taxation is to be pressed upon the British Government by the Federation of British Industries. Reduction in income tax and particular attention to effecting further economies so that the reduction should be as substantial as possible is advocated. Relief is asked for private firms who are in an anomalous position in that they are required to pay super-tax on moneys put to reserve for the development of their business. The proposal that moneys put to reserve by limited companies should be either exempt from income tax or subjected to some lesser rate than the standard rate, was also discussed as being a relief which would directly benefit industry.

The committee agreed that this point should also be urged upon the Chancellor of the Exchequer for his serious consideration. Another important question is that of double taxation on the foreign activities of British firms. A measure of relief is already afforded in this respect within the Empire by reciprocal arrangements. In the case of foreign countries, the matter becomes very complicated and technical.

How Sales Tax Discriminates

Example No. 1

The Canadian manufacturer of a product which does not undergo any further process after it leaves his factory, e.g., the manufacturer of clothing, of furniture, of kitchen utensils, etc., is compelled by law to keep proper books and records of his sales, which in many cases necessitates additional clerical staff, and he must advance to the government five per cent. on the sale price of his product.

The manufacturer of a product which is the raw material of another manufacturer, e.g., the manufacturer of pig iron, of leather, etc., does not have to keep any special records, and does not have to pay the government any tax on his sales.

Also the manufacturer of tax-exempt goods does not have to keep any records, as he does not have to pay any tax on his sales.

In other words, the manufacturer of what may be termed essential commodities or necessaries of life is providing the government with a very considerable portion of the revenue. Not only is he providing the revenue—he is out of pocket the cost of collecting this revenue for the government, which is a very considerable item. The cost of collecting revenue is properly an item of government expense, but no allowance is made to the manufacturer on this account.

The entire burden of this sales tax is placed on the shoulders of those who manufacture goods (excepting tax-exempt goods) in the condition in which they go to the consumer.

ST. LAWRENCE DEVELOPMENT A TANGLED ISSUE

Provincial and Federal Governments Must Get Together

From Our Own Correspondent.

OTTAWA.—It is quite evident from the reply made by Hon. G. P. Graham to a deputation from the Eastern Power Union that waited upon him the other day, that the development of power on the St. Lawrence by the Ontario Hydro-Electric Commission, or any other body, cannot be commenced for some time.

In the first place Ontario cannot proceed with development work until the Dominion government grants consent. Nor can this be given until the latter and the United States government have agreed as to the conditions under which development is to be carried on. This agreement must relate to navigation as well as to power, and it is quite plain that these inter-related subjects will afford wide scope both for discussion as well as for difference of opinion.

It is quite possible that there may be quite a tug of war over the general problem of St. Lawrence development. The United States is eager to proceed as early as possible with both the navigation and the power development. It is impossible to tell what is going on behind the scenes, but there is an impression that some of the advice that our government is getting is not very favorable to the deep water feature. On this side, however, there seems to be general agreement that the power development should be proceeded with as soon as possible.

But, insofar as this feature is concerned, Quebec has to be satisfied just as well as Ontario. Premier Taschereau has some very pronounced opinions on power development, and his attitude will have to be taken into account. This does not necessarily mean, of course, that his attitude may be opposed to Ontario policy.

Another question, however, will come up: Will the United States consent to the development of power being undertaken without the navigation feature? As the Western states are pressing more strongly for the navigation than for the power feature, and are possibly the most important factor in this matter on the other side of the line, their desires are sure to receive much consideration. This means common consent to the double-barrelled scheme before the United States will talk business—at least that is how the situation looks at present.

WILL EXPERIMENT ON SUGAR BEETS

WINNIPEG. — Definite progress towards the establishment of a sugar beet industry for Manitoba is marked by the application for a charter for the Manitoba Sugar Co., capital $1,500,000; provisional directors, Hon. T. A. Crerar, H. J. Hickey, W. H. Carter, W. L. Parrish and R. J. Spiers. The intention is to finance by offering shares for sale in Manitoba—not immediately, however. The first step will be to induce Manitoba farmers to grow experimental plots of sugar beets this year. In the fall these will be shipped to mills elsewhere for test, probably at Grand Forks. Small experiments previously conducted lead to the belief that Manitoba can produce sugar beets of as good quality, and as high a sugar content as are produced elsewhere. The only difficulty in the way is the question of labor for cultivation. There are parts of the province where labor for such intensive cultivation as is required would not be available, but near Winnipeg and in some districts, especially of foreign settlement, there should be no such difficulty.

Should this year's experiments prove successful, it is likely that an endeavor will be made to get farmers to raise sufficient beets under contract during 1926 for the full operation of the mill, and to finance and get the mill under construction for operation in the fall of 1926.

The Story of a Canadian Banking Family

The Establishment of The Canadian Bank of Commerce

First Head Office of The Canadian Bank of Commerce Yonge and Colborne Sts., Toronto 1867-1890

THE eve of Confederation found Upper Canada with her old speculative "land" banking of the '50's entirely discredited, her business more or less isolated from that of the other provinces of British North America, and with only a few commercial banks ready to finance her growing trade.

In 1866, therefore, a group of wealthy and influential Toronto merchants, under the leadership of William McMaster, later a member of the first Senate of Canada, purchased the unused charter of the Bank of Canada, granted in 1858, and invited subscriptions to the capital stock of a bank to be known as "The Canadian Bank of Commerce." On May 15, 1867, the Toronto branch opened its doors, and within a year offices were established at six other points in western Ontario.

A comparison between the figures of the first annual statement (1868) and those of the latest (as at November 29th, 1924) will show how this Bank, by its natural expansion and by its alliances with other institutions, has grown up with the country whose commerce it has served for 57 years:

	1868	1924
Branches in Ontario	7	183
Other Canadian Branches	0	379
Branches outside Canada	0	16
Paid-Up Capital	$ 916,000	$20,000,000
Reserve Fund	40,000	20,000,000
Deposits	1,302,000	403,000,000
Loans	1,894,000	297,000,000
Total Assets	2,997,000	510,000,000

One of a series of advertisements describing the banks now incorporated with The Canadian Bank of Commerce.

THE CANADIAN BANK OF COMMERCE

A10

1924 The London Life's Jubilee Year

All Records Broken

THE ACCOMPLISHMENTS of 1924 greatly exceeded the objectives set for the year and are summed up in gratifying results as follows:—

New Insurance Written	$ 53,584,000	— Increase 19.7%
Insurance in Force	178,325,000	— Increase 17.5%
Income for the Year	7,396,500	— Increase 12.6%
Assets	27,019,700	— Increase 17.1%

Features of Note

Interest yield—6.96%—a gain of 12 points over 1923.
Mortality Rate—Only 35% of expected (Ordinary Branch).
Added to Contingency Funds and Free Surplus—$450,000, the largest gain in the history of the Company.
Overdue Interest—less than 1/10 of one per cent.

RESERVES:

The Company's standard of valuation has called for the setting up of a sum greater (by $1,553,862) than that required under the Dominion Government standard. Full provision is also included for all profits accruing, although not due for years to come. Large Contingency Funds are maintained for emergencies.

SURPLUS:

The Surplus on the Company's stringent basis is $1,105,989. But if the Assets were taken at the market value and the reserves computed on the Government basis, the Surplus, **exclusive of dividend funds**, would amount to $3,999,557.86.

DIVIDENDS:

The large increase in free surplus furnishes complete confidence in the ability of the Company to maintain its present high dividends.

Copy of the complete report mailed on request.

THE
London Life
INSURANCE COMPANY
LONDON CANADA

The Bell Telephone Company of Canada

First Mortgage 5% Gold Bonds, Series "A"

To be Dated March 1, 1925. To Mature March 1, 1955.

Interest payable March 1 and September 1. Principa and interest payable in United States gold coin at the Agency of the Bank of Montreal, in the City of New York, or, at the option of the holder, in Canadian currency at Bank of Montreal, in Montreal or Toronto. Coupon Bonds in denominations of $500 and $1,000, registerable as to principal only, and fully registered Bonds in denominations of $1,000, $5,000 and $10,000, interchangeable. Not callable prior to 1940. Callable as a whole, but not in part, on any interest date, on 60 days' notice, at the following prices plus accrued interest: 105 during the years 1940 to 1951, inclusive, and at par thereafter.

The Royal Trust Company, Montreal, Trustee.

CAPITALIZATION
(Upon Completion of Present Financing)

Capital Stock, par $100 (authorized $75,000,000)........$48,497,200
First Mortgage 5% Gold Bonds, due March 1, 1955, (Series "A", authorized $30,000,000).. 25,000,000

Total annual interest charges on these Bonds are $1,250,000. The average net earnings last four years were 3.08 times these interest charges.

Dividends on Capital Stock at the rate of 8 per cent. per annum have been paid continuously since January 1, 1891. Present market price $134 per share, or approximately $65,000,000 market value of equity junior to this Bond Issue.

PRICE: 98, yielding about 5.13%.
Payment in United States Funds.

Interest at 5% per annum to be discounted from date of payment to March 1st, 1925.

We offer these Bonds subject to approval of counsel, and if, as and when issued and received by us. All legal details in connection with this issue to be passed upon by P. Beullac, Esq., K.C., for the Company, and Messrs. Brown, Montgomery & McMichael, of Montreal, for the bankers. It is expected that interim receipts will be ready for delivery on or about February 15th, 1925.

DOMINION SECURITIES CORPORATION
LIMITED.
Established 1901

MONTREAL OFFICE
Canada Life Building

E. R. WOOD, President
Head Office: 26 King Street East
TORONTO

LONDON, ENG., OFFICE
No. 6, Austin Friars

The Securities Markets

HEAVY ADVANCES SCORED ON LOCAL EXCHANGES OF LATE

Many Issues Carried to New High—Danger Signs Still Stand Out

MARKET INDICATOR
(20 Industrial Stocks)

Week Jan. 28 High	Week Jan. 28 Low	Week Jan. 21 High	Week Jan. 21 Low	Jan. 1924 High	Jan. 1924 Low
74.3	70.6	72.0	69.3	71.0	64.7

The Canadian markets are showing real buoyancy, with trading well scattered and increases fairly general, and in some cases extensive. The upward tendency has been somewhat in contrast with the New York exchange, which has been showing a tendency to mark time, waiting, some say, to see what action the Steel directors would take. They have continued dividends as they have been, and it is stated that the market is assured three more months possible lease on life. This, however, is only the view of the bullish element. The bears may get very busy in the meantime and make the market interesting, say brokers. Generally they regard the market as dangerous. They feel that the action of the steel directors will perhaps further unleash the imaginations of those who see the roof as the limit for the market. They have been buying with cheap money without regard for values or earnings. Stocks and paper profits are soaring together. It seems so easy, that one broker says they wonder why it should ever stop.

However, there is an end to all things, and Wall Street Journal says there is little financial preparedness behind the dollars that are going into the market in the way of intelligent understanding of markets and valuations.

Advances in the Canadian lists during the past week have been fairly general, as the table below shows. The banks were none too buoyant, which is an expected condition when speculation overshadows strict investment. The paper group was not as active as it has been, while the steel group reflected some more of that optimism that is rampant in regard to better things for the steel industry in the spring. It is believed that the announcement that prices were to strengthen played a part here. Milling shares are much better, moving up, no doubt, in sympathy with the material increase in the price of flour, which in a week has moved up 70 cents. Utility and transportation groups, the latter including the various tramway lines, are very buoyant. Better business means a great increase in power sales for the utility companies, while expansion means that the passenger carrying companies will enjoy a material increase in patronage in carrying workers to their labors.

Textiles are much better. The prediction that better things were to be expected in this industry seems to have been received with faith by the public and the market is discounting this improvement. Industrials, including as it does a great many specialties, many of which are more or less inactive, showed a much wider interest for the week.

All in all, the market has been much better. There is the danger, however, that from now on, as is the case at New York, reactions are going to come faster and faster and grow in intensity. Those who are in the market should keep this fact constantly in front of them, say brokers, especially if they are interested in stocks of a speculative nature.

	Losses	Gains	Unch.	Total
Banks	5	4	2	11
Paper	3	3	7	13
Steel	3	9	6	18
Milling . ..	1	6	4	11
Utilities . .	3	8	3	14
Transporta'n	2	8	4	15
Textiles . .	—	7	7	14
Industrials	11	22	19	52
	—	—	—	—
	28	68	52	148

Milling

FLOUR PRICES REACT TO RISE IN WHEAT

Shortage in World Wheat Crop Leads to Orgy of Buying in All Markets

Flour has had some difficulty in following the phenomenal rise in wheat prices which have exceeded expectations by passing the two dollar mark and heading still upward in an orgy of buying. The wheat situation is this. All the exportable surplus of wheat from North America is in Canadian hands, and there is a decline of 373,000,000 bushels in this year's wheat crop throughout the world as compared with that of last year. There is still well up to 100,000,000 bushels for export from this country, but this will most probably leave a shortage in Europe.

The increase in flour prices is, of course, dependent on the price of wheat primarily, but it is also the result of demand and prospective demand for flour itself. Germany and Russia have been in the market for fairly large orders, and Russia is reported to require more than 500,000 barrels more, which she has been unable so far to obtain. Some of the other European countries are increasing their orders, but there is some point at which high prices begin to limit the quantity of flour or wheat consumed. Whether or not this has yet been reached is a matter of speculation. The increasing demand for white bread in many countries of Central Europe as well as in the Orient is pushing this limit upward, and the increased buying power in Europe this year is a factor acting in the same direction. The additional fact that the United States appears to be reaching the place where she will require all her own grain and more augurs well for Canadian grain and flour in the future.

Spring wheat flour, first patents is selling as high as $11.50 at time of writing in comparison with an average price for last January of $6.20.

Can. Bread Quiet After Consolidation Rumors

After a period of wide fluctuations induced by rumors that certain American interests contemplated purchase of control, Canada Bread has once more subsided to a somewhat more regular trend at lower levels than those prevalent two weeks ago. The offers went as high as 125 and during the same week, as low as 105, and the last close was 115 at time of writing. Maple Leaf common, which was also affected by the same rumors, has also subsided to previous levels.

Iron and Steel

MACHINERY DEALERS SEE BETTER OUTLOOK

Believe Sheet Price Rise Foretells General Improvement in Demand for Products

Leading Canadian machine dealers report that they have sufficient work on their books or in prospect to justify continuance of operations on the present scale, and they are reasonably optimistic with regard to the outlook. During the past week general activity has been greater than at the beginning of the year.

Railway improvement is looked to as one of the leading sources of business. The Canadian National has already placed fairly large orders for track fastenings and rails, but sufficient to provide only temporary work. The Algoma Steel Corporation has announced that the plant at Sault Ste. Marie will resume operations about the beginning of March. W. W. Butler, president of the Canadian Car and Foundry Co., states that out of a total of 250,000 box cars which Canadian roads have on duty, 70,000 are above the twelve-year normal age limit.

According to Canadian Machinery the advance of $3 a ton in sheet metal prices by Canadian mills foreshadows a general advance in the steel market, but plates and bars have not yet increased since the United States Steel Corporation, while advancing prices in the home market have not yet touched the export field. Pig iron remains at $29.80 gross ton f.o.b. Toronto, and $31.20 at Montreal.

"Car" Will Pay Common Dividend as Orders Come

From Our Own Correspondent.

MONTREAL.—There is a hopeful feeling regarding Canadian Car dividends, following the annual meeting of the company. Pres. W. W. Butler spoke of the report for the last fiscal year, showing the organization in the best financial condition in its history, after liquidating the entire deferred payments on preferred stock, and added that all that was left to be done was to pay off the scrip outstanding and then get the common on a dividend basis. He continued that his ambition at the present time was to see that the common shareholders should get a return as soon as business warranted and made the remark that if at the present time the company had on hand a good amount of business, the holders of the junior securities would not need to wait long for a dividend.

Speaking of the outlook for the current fiscal year, the president stated that he would be satisfied if the company broke even, although he was pleased to say that he made just such conservative statements in previous years when the showing had been more than satisfactory. That the railroads of Canada are in need of a great deal of equipment was generally known to those in touch with the situation, said Mr. Butler, but to determine just when they would come into the market was a very difficult thing. He pointed out that of the 250,000 box cars that the railroads of Canada have, about 70,000 of them are 30-ton wooden cars, which are over 16, and some over 20 years of age, an age well in excess of that set as safe by the Master Car Builders' Association.

Ontario Steel Product Shares Being Picked Up

Shares of Ontario Steel products are back in the active trading list again. About 600 shares of common and less than 100 of preferred have been traded in of late at advancing prices, the common moving up from 41 to 47 and then easing to 44. No reason can be secured for the buying which comes from Montreal. It is said that earnings during the latter part of last year showed a marked improvement over those of the first six months and it is asserted that this betterment in conditions has extended into the present year. The company paid its initial dividend on the common on August 16, 1920, when a distribution of 2 per cent. was made, this was later brought up to 4 per cent. for the year. In 1921 a total of 8 per cent. was paid, but in the three succeeding years payment has been at the rate of 4 per cent. per annum. In 1920 the stock sold at as low as 50 and in anticipation of the dividend announcement, went as high as 89, which was the highest point reached in the past ten years. When 8 per cent. was paid in 1921 the low point for the year was at 32 and the high point at 70. The common stock sold as low as 13¾ in 1915. The earning power of the company is indicated by the fact that the aggregate net profits available for dividends in the past ten years was $1,099,222, or an annual average of $109,922. The percentage earned on the $750,000 preferred stock in ten years has been 145.56 per cent., an annual average of 14.56 per cent. The percentage earned on the $750,000 common stock in ten years has been 76.56 per cent., an annual average of 7.66 per cent. On June 30th, 1924, the net assets excluding $555,272 goodwill, applicable to the common stock amounted to $610,244 or $81.37 per share of $100 par value. The company manufactures shovels, spades, draining tools, axles, springs, etc., and its plants are located at Gananoque, Oshawa and Chatham, Ontario.

NEWSPRINT OUTPUT LAST YEAR HIGHER BY 87,000 TONS

Lack of Adjustment Between Supply and Demand is Noted

By GEO. CHAHOON, Jr.,
Chairman, Newsprint Section, in Annual Report to Pulp and Paper Association.

While the Canadian newsprint mills established a new high record for production during the past year, the situation, generally speaking, was not so satisfactory as in the previous year. Considerable expansion took place in the newsprint industry during 1923 and the full effect of this increase in the productive capacity of the mills was experienced in the year just passed. Additions to the capacity also took place in 1924 with the result, that while the total output of all the mills was greater than it had ever been, the demand did not show sufficient increase to keep our mills running as fully as wes desired. In other words, the industry suffered from lack of adjustment between supply and demand.

Additions to the productive capacity of the mills during the year included one machine each at Donnacona, Belgo-Canadian and Kenora, and two machines at Price Bros. Two machines were also added at the St. Maurice Paper Co., one of which commenced operations at the end of November and the other at the first of the New Year. The productive capacity of the mills at the beginning of 1925 will be 615 tons greater than it was at the beginning of 1924, with a further increase of 100 tons scheduled for April and two new machines at the International Paper Company's mill at Three Rivers, due in the fall.

The total production of newsprint in 1924 amounted to 1,353,000 tons which was an increase of 87,000 tons or 7 per cent. over the production for the previous year.

Production figures for the past five years are as follows:

Year	Tons
1920	875,696
1921	805,134
1922	1,081,364
1923	1,266,000
1924	1,353,000

Consumption in the United States was greater than in 1923, but did not show such a large increase as took place in the two previous years. The smaller increase in consumption coupled with a considerable increase in productive capacity resulted in the mills running on reduced schedules.

The bulk of the newsprint manufactured was exported to the United States, which accounts for 1,192,649 tons out of a total of 1,219,383 tons. European competition in that market was not so keen as in the previous year and there was a decline of 43,000 tons in the imports of European newsprint. Our second best customer was New Zealand, closely followed by South Africa, and it is satisfactory to note that shipments to England have been made regularly since September. Shipments to Australia were recorded only three months, the total for the year being 619 tons. The trade treaty with Australia, however, which now awaits ratification by the Canadian parliament, will, it is hoped, result in increased shipments of newsprint to that country.

Total exports of newsprint for the year amounted to 1,219,384 tons valued at $90,990,717, compared with 1,137,963 tons valued at $85,611,258 exported in 1923.

A great loss was sustained by the section and by the industry in general in the death of Sir Willian Price, who met an untimely end at Kenogami. Sir William was an outstanding figure in the industry and in the commercial life of the province, and the tragedy is greater in that he was not permitted to witness the completion of the vast undertakings which will remain as permanent memorials to his energy and forcefulness of character.

Asbestos Corporation Pays Two Per Cent. on Common

From Our Own Correspondent.

MONTREAL.—The payment of two per cent. on the common shares of Asbestos Corporation was not news to those who have been following the career of that company. This dividend declaration was forecast in these columns some weeks ago. The fact that the company earned an amount estimated to be around 4 per cent. on its shares during 1924 made the dividend declaration almost certain in view of the fact that dividends can only be paid out of current earnings.

INCREASE DON ROUYN CAPITAL

MONTREAL.—The Don Rouyn Gold Mines, Limited, have increased their capitalization from $2,000,000 to $5,000,000.

Confidence

Our confidence in the Hydro-Electric (Water-Power) industry is based on the fact that Water-Powers are the most important of our natural resources, the development of which is essential to the economical development of our other great resources.

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1924

A Year of Progress

49% Increase in Paid For Business

As a result of able management, and the counsel of a Board of Directors whose membership is made up of men of outstanding prominence in Canadian business and public life, The National Life is making remarkable progress.

Assets	$ 6,635,667.84
Business Received in 1924	10,315,786.00
Business in Force	38,119,151.00
Surplus	618,121.73

(Including Paid Up Capital at $250,000)

75% of the Assets of The National Life are made up of Government and Municipal Bonds.

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WILLIAM DAVIES COMPANY, INC.

Preparation of the annual report of William Davies is now in progress and it is anticipated that a more satisfactory state of affairs will be disclosed than was the case a year ago when, for the fifteen months ended December 29, 1923, an operating loss, with other deductions, of $628,948 was shown. There is evidence that the packing industry has definitely turned the corner. Export markets have improved and, while 1924 as a whole was a profitable year, the last half was better than the first. The improvement in Sterling, as pointed out a week ago, is also an important factor. Under these circumstances special interest attaches to William Davies "A" shares. These are a non par security carrying cumulative dividends of $4 per annum and, as no dividends have been paid since June, 1921, there is an accumulation of back dividends amounting by the end of 1924 to $14. Earnings such as those recently experienced should soon enable the company to resume dividends and commence payment of the arrears, say Bongard and Co. Aside from dividend possibilities they say that the stock at 31¾ is selling at a figure that gives ample scope for a substantial advance.

RAILWAY EARNINGS

Canadian Pacific Railway

Week end:		1925	1924	Change
Jan. 21	...	$2,651,000	$2,888,000	$232,000

Canadian National Railways

Week end:		1925	1924	Change
Jan. 21	...	$3,781,673	$4,344,425	$562,752

STERLING
APPRAISAL
COMPANY
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REPORTS

Textiles

TEXTILES ACTIVITY IS NOT UP TO HOPES

Outlook is That Competition in Canada From Foreign Manufacturers Will be Keen

From Our Own Correspondent.

MONTREAL.—The most important news of the week as viewed through the glasses of those who are the holders of textile securities, is the fact that in both the United States and in Great Britain the hoped-for and expected activity in the cotton mills is materializing more slowly than hoped for. The latest press reports from the cotton centres of Lancashire and the States, indicate a falling off of business which, it is feared, will be reflected in this country, not so much through a general sympathy with business conditions throughout the world, but because the foreign manufacturer will seek trade in this country the more diligently and the more keenly; in this way the Canadian companies will suffer from the keener competition which invariably makes for a lower earning power.

The prospects of Belding-Corticelli, Limited, whose annual statement is reviewed in this issue, for the coming year are that business will remain at just about the same level. During 1924, the company has been operating at about an average of 90 per cent. capacity and it is expected that the keen competition, which is largely foreign, will show no signs of abatement. The company both spin and weave the artificial and natural fibres which are made up into threads, ribbons, tapes, embroideries, shoe laces and many other similar lines. In doing this work, about 150 looms are employed.

Till the present time, Canada has imported all her artificial silk fibre, but Courtaulds, Limited, a British firm who are building a factory at Cornwall, Ont., will manufacture the fibre from wood pulp.

BELDING-CORTICELLI EARNINGS STEADY

Reduction of Only a Few Thousand Dollars in Past Difficult Year

From Our Own Correspondent.

MONTREAL.—Despite the fact that the year had many adverse features, the annual statement of Belding-Corticelli, Limited, shows many improvements. Among the assets, the goodwill and trade-mark account has been written down to the extent of $248,328, bringing the assets showing under this head down to a total of $700,000. Although, during the year the sales decreased 14 per cent. from the previous year's total and the price of raw silk was subject to many fluctuations, yet the company's working capital increased over $130,000, making the current assets over seven times as great as the current liabilities.

The earnings on the common stock dropped from 10.5 per cent. to 9.3 per cent., which represents a decrease of only some $9,000 in the earnings from which the common shareholder draws his dividends—a good record in a year in which the textiles have been under severe handicaps.

Of the $161,000 carried as current liabilities, over $30,000 of this represents dividends on the preferred and common stock.

Taken by and large, the statement shows slightly decreased earnings with a much increased general strength and liquid position.

Here are the profit and loss figures for the past two years:

	1924	1923
Profits	$254,771	$279,807
Deduct:		
Sinking fund	$14,790	$ 14,790
Depreciation	62,407	62,836
Deb. interest	36,980	36,980
Deb. discount	......	25,341
Insur. reserve	10,000	......
Total	$124,178	$139,851
Balance	$130,593	$139,851
Pfd. dividends	60,571	60,571
Balance	$ 70,022	$ 79,280
Com. dividends	29,980	14,990
Balance	$ 40,041	$ 64,290
Add tax res.	* 56,109	....
Balance	$ 96,150	$ 64,290
Prev. balace	514,077	449,786
Total	$610,227	$514,077
Written off	†248,328	....
Profit & loss bal.	$361,898	$514,077
P.C. on common	9.3	10.5

*Written back.

†Written off good-will account.

The working capital position of the company for the past two years compares as follows:

	1924	1923
Curr. assets	$1,151,172	$1,206,685
Curr. liabilities	161,505,	340,327
Working capital	$ 989,667	$ 866,358

Co-operative Wool Sales Netted the Better Price

Southern Alberta sheep breeders who sold their 1924 clip to the Canadian Co-operative Wool Growers, after deducting freight, received 33 and 39/100 cents per pound. This statement is made by M. T. McLeod, secretary-treasurer, Lethbridge, in commenting on a statement in regard to high prices paid by Dominion Combing Mills, 30 cents a pound. Mr. McLeod says the Dominion Combing Mills did not outbid the Canadian Co-operative, inasmuch as the co-operative company did not bid at all. They do not purchase direct from the producer, but receive, store, grade and market the wools, and the services rendered are paid for at a figure made to cover all costs. Mr. McLeod makes the point that there is no mention made in regard to the lower prices paid by Dominion Combing Mills, so that it is impossible to figure out the average realized. Beside the difference of 3 and 39/100 cents, already pointed to, he said the difference is still greater when they consider the larger establishments by themselves, as the net prices ran as high as 35 and 64/100 cents. Taking the net return of 30 cents from the Dominion Combing Mills and 35 and 64/100 to the Canadian Co-operative Wool Growers, as a basis of their comparison, it would appear that those growers who sold to the Dominion Combing Mills on a total sale of 700,000 pounds, might seem to have paid in the neighborhood of $39,480 for their one year's experience.

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Utilities

TWIN CITY'S YEAR SHOWS EARNINGS MATERIALLY DOWN

Decline of Over Three-Quarters of Million With Costs Also Down

Twin City Rapid Transit last year enjoyed $12,704,570 in operating revenue, a drop of $758,542 compared with a year ago. Operating costs were down $351,913 to $9,185,928. During the year $958,455 was withdrawn from renewal reserves to take care of extensions, paving and new equipment. This is temporary until the property valuation is known and then capital securities will be issued to cover.

The company has a total trackage now of 494.45 miles and the total miles of street and right-of-way occupied by tracks is given at 255.24 miles. The gross passenger car revenue per mile of single track operated was $25,564.54, and the gross passenger car revenue per mile of street occupied by tracks operated was $49,339.86. The net revenue was $3,619,703.59 as compared with $4,042,205.82, a decline in the year of $422,502.23. The revenue passengers carried totalled 209,202,818 as compared with 221,542,298 in 1923. The transfers redeemed amounted ta 74,698,853 as against 80,477,866 in the previous year. The operating per cent. of revenue, taxes included, amounted to 81.62 against 80.35.

The Twin City Bus Company, which for some years past has been operating a line of automobile passenger busses between the business districts of Minneapolis and St. Paul, has been purchased. The business of the bus company is operated entirely separate from the Twin City street car lines, but in complete harmony.

The property earned sufficient during the year to admit of the regular 7 per cent. quarterly preferred dividend and also two semi-annual dividends of 2 per cent., aggregating 4 per cent., on the common stock. "As soon as the value of the property is finally fixed and determined," said Mr. Horace Lowry, the president, in his address to the shareholders, "and your directors have reasonable assurance as to the amount that the property can earn, consideration will be given to the question of putting the common stock of the company on a quarterly dividend basis, the same as it was prior to the year 1918, instead of the semi-annual basis which the directors have been forced to adopt due to the unusual conditions which have prevailed during the past seven years.

"After many months of hearings before the Railroad and Warehouse Commission and the submission of a large amount of evidence, proceedings to fix the valuation of the property of the Minneapolis Street Railway Company and the St. Paul Street Railway Company were concluded upon Dec. 13, 1924, and the commission now has all of the evidence, briefs and final arguments under consideration. It is impossible to state how long it will be before the commission hands down its order and decision, but it is believed that we are near the end of these valuation proceedings, and that the years of conservative construction, management and operation of the properties will be recognized and a fair value be determined."

Mr. Ralph Budd, president of the Great Northern Railway, was elected a member of the board of directors to fill a vacancy. Mr. A. E. Ames, of this city, the only Canadian director, was in attendance at the meeting and was re-elected to the board.

C.P.R. MAINTAINED NET EARNINGS WITH GROSS AWAY OFF

Decline in Revenue Was Matched by Slashing of Overhead

C. P. R.'s net profits in 1924 were maintained despite the sag in gross earnings. The statement of December earnings also covers twelve months, the company's fiscal year and shows that this good showing as to net profits to have been made possible through reduction in working expenses, which nearly kept pace with the decline in gross. Net for the year was $37,227,241, about a quarter of a million below that of 1923, but it is the second best showing since 1917, and will be ample to provide the customary seven per cent. on the $260,000,000 of ordinary stock, or $18,200,000, the remaining three per cent. of the dividend being drawn from special income account. Fixed charges, preferred dividends and pension fund require something over $17,000,000, thus leaving approximately $20,000,000 applicable to the ordinary dividend.

The year's gross at $182,502,156 was the lowest since 1919. The month of December resulted in a falling off of $226,826 in net, as compared with the corresponding month of 1923. Gross was off nearly 3½ millions, while working expenses declined nearly 3¼ millions. Net for the month, however, was the second best since 1918, while gross for Deecmber was the lowest since 1917.

Gross earnings, working expenses and net earnings are compared in the following:

December	1924	1923
Gross earnings	$15,690,171	$19,136,674
Working expenses	11,960,870	15,180,546
Net profits	$ 3,729,301	$ 3,956,127
12 Months		
Gross earnings	$182,502,156	$195,837,089
Work. expenses	145,274,914	158,358,079
Net profits	$37,227,241	$37,479,010

STOCK MOVEMENTS OF THE WEEK

Week Ending January 27

	Div. Rate	Yield Jan. 26	High for wk.	Low for wk.	Close Jan. 27.	Close Jan. 20	Sales for wk.	Range 1925 High	Range 1925 Low
Banks—									
Commerce	12	6.09	197	196	197	196	843	197	194½
Dominion	12+1	6.65	195½	194	195½	194	272	195½	189
Hochelaga	10	6.66	150	150	150	150	26	150	150
Imperial	12	6.31	191	189	190½	190	446	193	188
Molsons	12	6.93	173	173	173	174	3	174	170
Montreal	12	4.83	250	248	248	249	174	250	245
Nova Scotia	16	6.02	265	264	265	263½	222	265	263
Royal	12	5.15	233½	233	233	232	75	233½	227½
Standard	12	7.05	171	170	170	170	99	171½	170
Toronto	12	6.03	201	199	199	200½	120	201	196½
Union	8	7.54	107	106½	106½	107	132	107½	106½
Paper—									
Abitibi, com.	4.00	6.25	64	62½	63	63½	1020	67	62
do pref.	7	6.79	104	102½	104	103	21	104	101
Brompton Pulp	..	..	30	29	29½	29½	806	33½	29
Laurentide	6	7.22	83½	82	82	83½	1203	85½	81½
Price Bros.	2	5.40	37	36½	37	37	380	37½	36
Prov. Paper, com.	6	6.74	89	89	89	..	25	89	89
do pref.	7	7.21	..	..	..	..	..	97½	95
Smith, Howard, com.	..	..	..	..	..	..	..	25	21½
do pref.	8	11.42	71	69½	71	69½	90	75	69½
Spanish River, com.	7	6.48	109	106½	107	107½	1970	111½	100½
do pref.	7	5.73	122	120	121½	121	676	127	112½
St. Maurice Paper	6	7.14	..	..	..	..	..	84½	80
Wayagamack	..	..	40	34½	40	35	232	40	34½
Steel and Steel Industries—									
B.E. Steel, com.	..	..	3½	3	3½	3	810	3½	3
do 1st pref.	..	..	32	31	32	31½	80	33	29
do 2nd pref.	..	..	10	8½	9½	9	990	10	8
Can. Car & Foundry, com.	..	..	55	52	54	52½	2835	55½	49½
do pref.	7	8.16	86	85	85½	86	590	88	85
Canada Iron, com.	..	..	8	8	8	8	24	8	8
do pref.	..	..	35	35	35	34	15	35	34
Can. Locomotive, com.	4	5.97	..	..	..	..	..	72	67
do pref.	7	7.77	90	90	90	..	5	90	90
Dominion Coal	..	..	..	..	..	..	..	45	45
Dominion Iron, pref.	..	..	28	28	28	28	30	28	28
Dominion Radiator	7	6.86	..	..	..	..	..	102	100½
Dominion Bridge	4	4.90	82½	81½	82	80½	350	83½	77½
Dominion Steel Corp. pref.	..	..	38	37	38	..	25	38	37
N.S. Steel, com.	..	..	..	..	..	..	..	13	12½
Ontario Steel, com.	4	8.51	47	43	46½	43	538	53	41
do pref.	7	7.60	92	92	92	..	95	92	92
Steel of Canada, com.	7	8.33	85	84	84	84½	1688	85½	83
do pref.	7	6.39	109½	108	109½	108	25	109½	105
Milling—									
Canada Bread, com.	4	333	120	115	115	125	20	125	98½
do pref.	7	6.73	104	103½	104	104	304	104	102½
Inter. Milling, pref.	7	7.00	..	..	..	..	..	100	99
Lake of Woods, com.	12	6.52	185	184½	185	185	105	186	184
do pref.	7	5.73	122½	122½	122½	121	25	122½	121
Maple Leaf, com.	..	..	90	90	90	86	115	94	80
do pref.	7	7.07	99½	99	99½	99½	80	100½	98
Ogilvie Flour, com. (new)	12	..	147	141½	147	..	150	147	141½
do pref.	7	5.71	122½	121½	122½	122½	100	122½	121½
Shredded Wheat, com.	8+1	6.42	..	..	..	..	..	..	..
St. Lawrence Flour, com.	4	7.40	55	52	55	51	155	65	52
do pref.	7	7.44	..	..	..	..	..	..	..
Western Can. Flour	8	7.47	..	..	..	..	..	109	107
Utilities—									
Bell Telephone	8	5.89	135½	135	135	135½	558	137	133
Consumers Gas	10	5.91	170	169	169	169	247	170	169
Dom. Telegraph	6	6.41	48	46½	48	..	125	48	46½
Kaministiquia	8	7.61	105	105	105	105	20	105	103
Mackay, com.	7	5.93	118½	116½	117	116½	778	118½	116
Do. pref.	4	5.88	68½	68	68	68	202	69	68
Mexican Light, com.	..	....	..	..	..	..	..	22	22
Do. pref.	..	....	57	57	57	..	95	57	57
Montreal L. H. & Pr. Cons.	7	4.26	170½	157½	170½	158½	10779	170½	152
Montreal Telegraph	8	6.40	50	50	50	52½	225	53	50
Ottawa L. H. & Pr., com.	6	5.94	102	101	101½	101	324	102	97
Do. pref.	6½	6.43	101½	100½	101½	100	220	101½	100½
Quebec Power, com.	..	....	80½	88	88½	85½	221	89	85
Do. pref.	7	6.60	..	..	..	..	..	106	106
Shawinigan	7	5.18	135½	135	135½	135½	1192	136	130½
So. Can. Power, com.	1.00	....	72	71	72	71	847	72	67
Transportation—									
Can. Pacific Rly.	10	6.62	150	150	150	149½	30	152½	149½
Canada Steamships, com	..	....	13½	11	13½	12	573	13½	11
Do. pref.	..	....	49½	47	47½	47½	1411	49½	47
Tractions									
Barcelona	..	....	21½	21½	21½	..	100	23	21½
Brazilian	4	6.98	57½	54	57	55½	17771	57½	54
Detroit Un. Rly.	..	....	27½	27	27	27½	215	29	25½
Duluth-Superior	..	....	37	36	36	36	352	38	35
Illinois Traction, pref.	6	6.48	93½	93½	93½	..	3	93½	92
Montreal Trams.	10	5.78	..	..	..	..	..	173	171½
Ottawa Traction	4+1	7.90	63½	63½	63½	63	94	63½	62
Porto Rico Rly., com.	..	....	39½	39	39	40	180	40½	35½
Do. pref.	7	8.04	87	87	87	85	10	88	84
Quebec Rly.	..	....	..	..	..	..	..	22	22
Twin City, com.	4.00	6.45	62½	58	60½	59	1907	66	58
Do. pref.	7	7.21	..	..	..	..	..	97	94½
Winnipeg Elec., com.	1	....	41	39	40½	39½	1817	41	36½
Do. pref.	7	7.73	90½	89½	90½	90	100	90½	87
Textiles—									
Can. Conn. Cotton, pref.	8	....	47	47	47	..	10	47	46
Can. Converters	7	8.04	87	83	85½	82½	1850	87	80
Can. Cotton, com.	8	7.20	111	107½	..	107½	358	111	106
Do. pref.	6	6.52	92	91	91	..	209	92	91
Can. Woollens, com.	..	....	..	..	..	..	..	5½	5½
Do. pref.	..	....	41½	41½	41½	41	100	41½	40
Dom. Textile, com.	4.00	5.59	71½	68½	70½	68½	3564	71½	66
Do. pref.	7	6.22	112½	112½	112½	112½	15	112½	111
Monarch Knitting, pref.	7	9.72	..	..	..	..	..	72	72
Montreal Cotton, com.	6	6.31	95	95	95	..	1	95	95
Do. pref.	7	6.33	112	110½	112	..	70	112	109
Penmans, com.	8	5.16	155	151½	155	152	690	155	148
Do. pref.	6	6.00	..	..	..	..	..	100	100
Wabasso Cotton	4.00	7.01	58	57	58	56	20	58	56
General Industrials—									
Amer. Salesbook, com.	5	....	40	39½	40	40	15	40	38
Do. pref.	7	7.52	93	91	91	90	19	93	90
Asbestos, com.	..	....	45½	40½	45½	45	772	45½	35
Do. pref.	6	7.89	82	75½	80	82	367	82½	73½
Atlantic Sugar, com.	..	....	21½	20	21½	20	5565	21½	13
Do. pref.	..	....	58½	55½	58½	56	810	58½	40
Bird & Son, pref.	7	8.43	83	83	83	83	5	83	83
B.C. Fishing	..	....	31	28	29½	27½	10120	31	19
Burt, F. N., com.	10	6.66	150	142½	149½	142½	192	150	140
Do. pref.	7	4.89	..	..	..	..	..	143	142½
Canada Cement, com.	6	6.41	93½	90½	93	91½	699	93½	90½
Do. pref.	7	6.19	113½	107	113½	109	185	113½	107
Cons. Rubber, pref.	7	8.14	86	86	86	90	5	90	86
Can. Gen. Electric, pref.	7	6.48	54½	53½	54½	60	190	60	54½
Can. Indust. Alcohol	8	....	19½	19	19½	19½	2085	20½	18½
Canadian Salt	8	7.14	112	112	112	..	45	116½	112
City Dairy, com.	12	4.39	71	67	71	67	575	71	65
Do. pref.	7	6.54	107	107	107	108	14	108	107
Crows Nest Coal	6	....	..	..	..	..	..	48	47
Cuban Can. Sugar, com.	..	....	7	7	7	7	90	7	6
Do. pref.	..	....	37½	35	37½	35	..	37½	35
Dom. Canners, com.	..	....	79½	73½	79½	74	6277	79½	56½
Do. pref.	7	7.10	98½	97½	98½	97	150	98½	95½
Dominion Glass, com.	7	6.00	116½	115	116½	114	180	116½	113½
Do. pref.	7	6.34	..	..	..	..	..	110½	110½
Dominion Stores, com.	1.00	....	30½	28½	30½	28½	489	34	28½
Do. pref.	8	8.08	99	98½	99	99	71	99	71½
Davies, Wm. (A)	..	....	31	29½	31	31	515	32	26
Eastern Theatres, com.	..	....	..	..	..	..	..	115	114
Do. pref.	7	9.33	..	..	..	..	..	75	75
Goodwins, pref.	7	9.33	..	..	..	..	..	75	75
Goodyear Tire, pref.	7	7.48	94	93	94	93½	140	95	90
Holt, Renfrew, com.	..	....	13	13	13	..	15	15	15
Do. pref.	7	10.76	65	65	65	..	651	65	65
Lyall Construction	..	....	20½	19	20½	19	505	20½	11
Macdonald, A.	..	....	5	5	5	..	15	5	4½
National Brew., com.	4.00	6.27	63½	61½	63½	62	3414	64	61½
Do. pref.	7	6.57	106½	106½	106½	..	50	106½	105½
Pacific Burt, com.	6	6.34	94½	94½	94½	..	40	94½	94½
Do. pref.	7	6.57	..	..	..	..	..	107	106½
Port Hope Sanitary, com	..	....	..	..	..	..	..	55	53
Do. pref.	7	7.77	90	90	90	..	120	90	90
Rogers, Wm. A., com.	..	....	54	54	54	56	100	60	50
Do. pref.	7	7.77	90	90	90	90	43	90	90
Russell Motor, pref.	7	9.09	77	77	77	78	20	79½	74½
Sherwin-Williams, com.	6	5.00	120	118	120	117	525	120	115
Do. pref.	7	6.42	109	109	109	107	40	109	104½
Sterling Coal	4	8.00	..	..	..	..	..	50	49½
Tooke Bros., pref.	..	....	38	38	38	..	51	38	37
Tuckett Tobacco, com.	4	6.34	64	62½	64	60	825	64	59
Do. pref.	7	7.10	98½	98	98½	98	190	98½	96½
Woods Mfg., com.	..	....	30	30	30	30	33	30½	20
Do. pref.	7	10.00	70	70	70	70½	100	70½	64½
Trust and Loan—									
Canada Landed	10	6.25	81½	81½	81½	80	20	82	80
Can. Permanent	12	6.00	200	194	200	193	32	200	190
Colonial Invest.	6	....	..	..	..	..	..	..	..
Hamilton Prov.	10	6.66	..	..	..	..	..	..	..
Huron & Erie	7	6.00	..	..	..	..	..	..	..
Landed Banking	9	6.42	..	..	..	..	..	..	..
Montreal Loan	12+1	7.21	..	..	..	..	..	45	45
National Trust	12	5.66	..	..	..	..	..	215	210
Ontario Loan	11	5.50	..	..	..	..	..	100	100
Real Estate Loan	7	7.86	..	..	..	..	..	..	..
Toronto Gen. Trusts	12	5.66	212	212	212	..	10	212	212
Toronto Mortgage	10+1	6.10	90	90	90	..	6	90	87½
Union Trust	7	9.41	..	..	..	..	..	85½	85½

MINING STOCK QUOTATIONS

WEEK ENDING JANUARY 27

	Div. Rate	Yield Jan. 27	High for wk.	Low for wk.	Close Jan. 27	Close Jan. 20	Sales for wk.	Range 1925 High	Range 1925 Low
Apex	..	....	..	..	..	..	....	6	2½
Algonquin	..	....	..	..	..	..	....	1	1
Argonaut	..	....	35	33½	34½	34	31250	42	29
Atlas	..	....	4½	4	4½	4½	17800	5	3½
Baldwin	..	....	2½	2½	2½	2½	45200	3	2
Beatty	..	....	..	..	..	..	....	1½	1
Beaver	..	....	33	30½	31	31	41625	35	26
Bidgood	..	....	6	5½	5½	6	5500	6½	5½
Boston Creek	..	....	6	5	5	4½	4500	7	4½
Buckingham	..	....	4½	3½	3½	4	17500	5	3½
Can. Lorrain	..	....	50	44	50	44	2000	50	44
Capitol	..	....	32½	32	32½	32½	9200	37	32
Castle Tre.	..	....	75	72	72½	75½	15450	83	71
Clifton	..	....	18½	17½	17½	18½	68850	18½	16
Coniagas	5	11.11	2.25	2.25	2.25	2.20	200	2.30	2.20
Cons. Smelters	6	2.42	68	57½	66	57½	29456	68	48
Cons. W. Dome	..	....	19	17	17½	18½	148150	22	16
Col. Kirkland	..	....	6½	5½	6½	5	60100	6½	4
Crown Res.	..	....	51½	50	50	51½	20200	54½	48
Davidson	..	....	..	..	..	..	....	4	3
Dome Mines	2.00	12.70	16.10	15.60	15.75	16.00	3205	16.50	13.25
Everett	..	....	5	5	5	5	6600	6½	5
Gold Reef	..	....	1½	1½	1½	1½	8700	1½	1½
Goldale	..	....	20½	20	20	20½	8300	22	19½
Hattie	..	....	2	1½	1½		39500	2½	1½
Hattie, pref.	..	....	64	58	58	63	6500	65	52
Hillcrest, pref.	7	....	..	..	..	..	....	60	60
Hollinger	13	4.43	14.95	14.65	14.65	15.00	5615	15.65	14.65
Hunton	..	....	5	4½	5	5	7900	6½	4½
Inspiration	..	....	10	10	10	8	200	10	7
Indian	..	....	7½	6	6½	7½	16300	9½	6
Inter. Nickel, com.	..	....	..	..	..	..	....	26½	25½
Keora	..	....	11	10½	10½	11½	23500	13½	9½
South Keora	..	....	25½	20	20	26	6600	26	20
Keeley	..	....	2.24	2.12	2.20	2.15	30515	2.25	2.12
Kirk. Lake	..	....	43	40	42½	41½	51100	48½	35
Lakeside	..	....	15½	10	14½	10½	95700	15½	9½
La Rose	..	....	32	17	27	17	275900	32	7½
Lake Shore	20+5	5.10	4.96	4.90	4.90	4.94	3000	5.00	4.51
Lorrain T. L.	..	....	1.30	1.30	1.30	1.30	3000	1.34	1.30
Lorrain	..	....	19	16	17	16	109700	20½	16
McIntyre	20	5.93	17.00	16.80	16.85	16.85	2983	17.00	16.00
McKinley	..	....	19½	17	18	18	35000	22	15½
Mining Corp.	..	....	2.94	2.83	2.85	2.90	2085	3.16	2.83
Moneta	..	....	15½	15	15	16	2500	18½	15
Newray	..	....	26	25	26	27½	5100	28½	25
Nipissing	12+6	13.74	6.70	6.50	6.55	6.50	2230	6.80	6.50
Kirk. Rand	..	....	60	50	60	49½	14500	60	40
Premier Gold	32	14.67	2.25	2.15	2.18	2.22	15366	2.33	2.15
Night Hawk	..	....	30	30	30	30	4500	30	28
Ophir	..	....	4½	3½	4½	3½	28000	4½	3
Peterson Lake	..	....	9½	8½	9½	9	5800	11	8½
Porcupine Crown	..	....	4½	4	4½	..	4950	4½	4
Preston E. D.	..	....	10½	10	10½	10½	38400	11½	9½
Teck Hughes	..	....	1.37	1.31	1.31	1.35	42700	1.38	1.23
Timiskaming	..	....	25	25	25	25	100	27	20½
Tough Oakes	..	....	40½	38½	38½	41	9000	45	38½
Trethewey	..	....	17½	17	17	17½	2500	19	16½
Skead	..	....	20	20	20	20	2000	20	19½
Vickers	..	....	16	15	15½	16	9000	20½	10½
Vipond Cons.	..	....	1.37	1.32	1.32	1.36	17413	1.42	1.32
Wakenda	..	....	1½	1½	1½	2	2000	2	1½
Wasapika	..	....	2	1½	2	2½	3000	2½	1½
West Tree	..	....	3½	3	3½	3	27500	5	3
Wettlaufer	..	....	11	10½	10½	12	4800	16	10½
Wright-Har.	20	4.70	4.30	4.15	4.25	4.25	3000	4.40	4.15
Victory Silver	..	....	28	27½	28	28½	21500	29½	20½
Oil Companies									
B.A. Oil	8+2	6.09	41½	39½	41	40	3307	41½	37
Imperial	12	2.40	125½	123	125	122	129	125½	120
Inter. Pete.	25c	1.00	24½	23½	24½	24	1060	25½	23½
Mutual	10	3.57	14½	13½	14	13½	2280	14½	12½
North Star, com.	..	....	..	..	..	..	....	1.00	1.00
Do. pref.	7	8.57	4.00	4.00	4.00	4.00	50	4.00	3.90

BOND MOVEMENTS OF THE WEEK

WEEK ENDING JANUARY 27

BONDS	Int. Rate	Due Year	Yield	Range 1924 High	Range 1924 Low	Range 1925 High	Range 1925 Low	Ask	Latest Price Bid	Latest Price High	Latest Price Low
Asbestos	5	1942	6.36	83½	75	85½	80½	85½	85	85½	—
Can. Bread	6	1941	5.78	102½	99	102½	102	—	102½	102½	—
Can. Cement	6	1929	5.36	103½	100	102½	101	—	101½	102½	—
Canadian Car	6	1939	5.70	102½	99	103	102	—	102	103	—
Cedar Rapids	5	1953	5.06	99½	95	99	97	99½	99	99	—
Dom. Textile (A)	6	1925	5.73	101½	100	100½	100½	—	100½	100½	—
Ogilvie (A)	6	1932	5.22	104½	101½	105	104	—	104	105	—
Do. (B)	6	1932	5.37	104½	101½	104	104	—	104	104	—
Quebec Rly.	5	1939	6.02	92	80	90	89½	91	89	90	89½
Rio de Janerio	5	1935	6.83	87	84	86	86	—	85	86	—
Steel of Can.	6	1940	5.61	103½	103	104	104	—	103½	104	—
Sher.-Williams	6	1941	5.67	103	101	103½	101½	103½	102½	103½	—
Wabasso	6	1947	6.68	96½	90½	92	92	92	—	92	—
Wayagamack	6	1951	7.27	86	74	85½	84½	85	—	85	—
War Loan	5	1925	3.97	100.95	100.15	101.15	100.70	101.05	100.95	101.15	100.90
Do.	5	1931	4.60	102.40	100.60	102.30	101.90	102.35	102.25	102.20	102.10
Do.	5	1937	4.57	103.85	102.20	104.25	103.80	104.05	103.95	104.10	103.80
Victory	5½	1927	4.51	103.05	102.05	102.75	102.50	103.00	102.90	102.75	102.65
Do.	5½	1933	4.64	106.70	104.30	106.50	105.90	106.45	106.35	106.50	106.25
Do.	5½	1934	4.97	104.70	102.35	104.45	104.10	104.15	104.00	104.40	104.10
Do.	5½	1937	4.60	108.90	106.15	108.90	106.15	108.70	108.60	108.80	108.55
Do. Renewal	5½	1927	4.77	102.70	101.50	102.80	101.70	102.25	102.15	102.10	102.00
Do.	5½	1932	4.92	103.90	102.10	103.80	103.10	103.75	103.65	103.80	103.50
Do. Refund	5	1928	4.72	100.85	99.40	101.35	100.85	101.15	101.05	101.15	100.95
Do.	5	1943	4.87	102.85	99.00	102.25	101.40	101.60	101.50	102.00	101.45
Do.	4½	1944	4.86	97.15	97.05	96.35	95.25	95.50	95.20	96.00	95.20

UNLISTED SECURITIES

Industrials, Utilities, Etc.

	Bid	Asked
Anglin Norcross	60	..
Belgo Can. Paper, com.	..	80
Belgo Can. Paper, pref.	94	95½
Brooks Steamer (1 pref, 2 com.)	6½	8
Can. Machinery, com.	4	6
Can. Machinery, pref.	12	16
Canadian Oil, com.	37	40
Can. Westinghouse, pref.	140	..
Copeland Flour, com.	9	12½
Copeland Flour, pref.	..	55
Cockshutt Plow, pref.	25	27½
Dom. Comb. Mills (1 pref, 2 com)	65	75
Dom. Power, pref.	97	99
Durant (A)	5	6
Durant (B)	6	7
Durant (C)	7½	8½
East Kootenay Power, com.	45	47
English Electric, pref.	43	47
Famous Players, com.	15½	16½
Famous Players, 8% pref.	74½	75½
Gunns, Ltd., pref.	37	40
Dryden Paper	3	..
Illinois Power, pref.	93	..
Laurentide Power, 5%	94	..
Imperial Tobacco	6	7
King Edward Hotel Deb. A.	65	..
King Edward Hotel Deb. B.	47	..
K. & S. Tire, pref.	10	14
Loew's Toronto, com.	31	35
Loew's London, com.	1	1½
Loew's London, pref.	5	6
Loew's Ottawa, pref.	18	22
Massey-Harris	33½	35
Mount Royal Hotel, com.	3½	4½
Mount Royal Hotel, pref.	32	34
North Mexico Power, com.	22	24
National Brick, pref.	70	..
Manitoba Power, com.	19	21½
Paton Mfg., com.	45	..
Paton Mfg., pref.	..	95
Rickenbacker Motors	3	4
Simpson, Robt., pref.	96½	98
Western Grocers, pref.	31	33
United Securities, com.	..	56
United Securities, pref.	..	102½
Loans and Insurance—		
Brit. Am. Assur.	6	7
Capital Life	23	26
Chartered Trust	80	90
Continental Life	30	..
London Loan	44	..
Manufacturers Life	56	60
Mortgage Discount, pref.	6½	7½
Monarch Life, 10% paid	14	16
Peoples Loan	74	81
Sovereign Life	20	23
Western Assurance	7	9

UNLISTED BONDS

(Montreal Stock Exchange)

	Bid	Asked
Abitibi 6% 1940	99½	100½
Alabama 5% 1962	86½	87
Algoma Steel 5% 1962	28	..
Belding 5% 1936	85	..
Belgo Can. Paper 6% 1943	98	98½
Brand-Henderson 6% 1939	90	..
Burns, P. & Co. 6½% 1943	99½	..
Can. National Rly. 5% 1954	99	100
Calgary Brewing 5% 1942	78	..
Can. Steamship Lines 7% 1942	98½	99
Can. Light & Power 5% 1949	..	60
Can. Pacific Rly. 5% 1934	99	99½
Can. Steel Foundries 6% 1936	100	..
Dom. Iron 5% 1939	..	59
Dom. Power 5% 1932	95½	96½
Dom. Textile 6% 1949	104	..
East Koot. Power 7% 1942	100½	102
Fraser Co. 8% 1941	106½	..
Frontenac Brewing 6% 1951	87½	88
G.T.P. Sup. 4% 1955	76½	..
H. Smith Paper 6% 1934	94	..
Lake Sup. Paper 6% 1941	105	..
Laurentide Power 5% 1946	97½	98½
Laurentian Power 6% 1936	97½	..
Maple Leaf Milling 6½% 1943	103½	..
Maisonneuve 5% 1954	99½	..
Man. Power 7% 1941	100½	101
Mattagami 7% 1949	30	..
Montreal Steel Works 6% 1940	100	..
Province of Ontario 5% 1948	99½	100½
Nor. Ont. Power 6½% 1931	96½	..
Ontario Pulp 6% 1931	106	..
Price Bros. 6% 1943	99½	100
Shaw. Cotton 6% 1949	..	76
South Canada Power 6% 1948	102	..
Spanish River 8% 1941	106½	107½
St. Maurice Power 6½% 1953	103½	105½
Windsor Hotel 6½% 1943	101½	..
West. Koot. Power 6% 1943	101½	..
West Power 5% 1949	92	..
West Power 7% 1926 debs.	99	..
Quebec Power 6% 1953	99½	99½

Lehigh Valley Service to NEW YORK

LEAVING Toronto via Can. Nat'l. Rys. nightly at 5:40 and arriving at the **Pennsylvania Station, in the heart of New York City,** 8:20 next morning, with dining car serving breakfast. Returning, make reservations on The Toronto Express, leaving **New York** 6:15 P.M., and arriving at 8:53 the following morning.

Tickets, reservations and information at City Ticket Office, Canadian National Railways, or Lehigh Valley Office, 13 King Street, West.

Lehigh Valley Railroad
The Route of The Black Diamond

Dominion Textile Company
LIMITED

Manufacturers of
COTTON FABRIC

MONTREAL TORONTO WINNIPEG

The Wabasso Cotton Company, Limited

THREE RIVERS, P. Q.

Manufacturers of Fine White Cotton, also Spinner's Fine Counts of Yarns

Woods Manufacturing Company, Limited

Jute and Cotton Bags
Hessians, Buckrams
Paddings and Twine
Tents
Flags
Tarpaulins
Clothing and Cotton Fabrics

FACTORIES AT
MONTREAL, TORONTO, OTTAWA
WINNIPEG, WELLAND

HEAD OFFICE:
MONTREAL

ALCO-METER SERVICE
tells you exactly how much
MAPLE LEAF
ANTI-FREEZE
ALCOHOL
you require in the radiator of your car to keep it from freezing.
At all leading garages, service and filling stations.
Canadian Industrial Alcohol Co., Limited
MONTREAL
Distributing Warehouses
Montreal, Toronto, Winnipeg, Vancouver

Atlantic Sugar Refineries
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Doukhobor Leader's Debts Total Well Above Assets

From Our Own Correspondent.

NELSON.—Peter Verigin, late head of the Doukhobors, left debts nearly $100,000 more than the value of his estate. By his will all is left to the Christian Community of Universal Brotherhood. Probate proceedings show the estate with $45,593.86 liabilities. $141,450.52. The largest item in the liabilities is the accounts payable to the community in connection with lumber operations in the Salmon Valley, near Nelson, the amount of this being $134.435.94. The assets are chiefly timber holdings.

Litigation holds possibilities of further assets and liabilities. A new trial has been ordered of Baskin and Verigin vs. Lindsley Bros., a timber action, in which the plaintiffs claim $17,151.87 for poles furnished on contract, and $382,500 damages. The pole portion of the suit was won once by the plaintiffs, but the damage portion was never determined.

A suit yet to be tried is that of W. C. E. Koch and Minnie Koch vs. Verigin & Sherbinin for $74,186.38. The defendants have a counter claim for $14,001.39. In this case the Doukhobors' lease of the Koch mill for several years in the Slocan Valley is the basis of the action.

INTERNATIONAL PETE'S NEW WELL

International Petroleum has just struck an important well in the Colombia field which is flowing 5,000 barrels, or half the capacity of all the other wells in the field combined. The new well proves up another area of the company's South American property. With the bringing in of the new well, the International Petroleum Co. has established production of 15,000 barrels a day of paraffin base oil.

Pulp and Paper

MATTAGAMI PULP REORGANIZATION IS NOW BEING TALKED

Bond Holders Are Considering Proposal Advanced by Shareholders

Plans for re-organization of Mattagami Pulp and Paper, now in progress, will take some time yet of consummation. The National Trust, as trustee and the bond holders' committee, in advising of this position, give a general review of the details.

In September last definite notice was served upon the holders of the junior securities that the properties would be brought to sale forthwith in the present action of the Supreme Court of Ontario, unless some acceptable plan of reorganization were put forward by the junior security holders. The trustee was requested by the boldholders' committee to apply to the court for the sale of the properties unless within two months they were advised that a plan had been submitted which, in the committee's opinion, was likely to result in a re-organization.

The outline of a plan was submitted some weeks ago and has been under consideration. The committee has now requested the parties putting forward the plan to formulate it in detail and has asked the trustee meantime to take no proceedings for the sale of the property prior to March 10. If the plan should ultimately be approved by the committee, a meeting of the bondholders will be called to consider it.

The plan provides for bondholders accepting bonds ranking equally with their present bonds in satisfaction of arrears of interest and interest on such arrears. This would increase the first mortgage bonds to approximately $2,250,000. The plan also called for raising of $1,000,000 by the issue of second mortgage securities to finance certain capital expenditures and provide additional working capital.

The results of the operations for the year 1924, as reported by the receiver, show that the net operating earnings, after providing for depletion of limits, maintenance, interest on receiver's borrowings, and other reserves and overhead expenses (but excluding plant depreciation and receiver's, trustees' and solicitors' charges) were substantially more than adequate to meet interest upon first mortgage bonds.

In the opinion of the receiver the surplus of liquid assets over the borrowings and liabilities of the receiver amounted as of the first instant to over $500,000. During the receivership extensions and betterments to the fixed plant were made at a cost of approximately $200,000, and were financed partly out of the earnings but largely out of the realization of floating assets in the hands of the receiver.

The trustee expresses the hope that the receivership can be terminated within the next few months.

Backus Investment at Kenora Over $11,000,000

KENORA.—Backus-Brooks investment in this district, now $8,000,000, will be increased to over $11,000,000 by the end of the year. This group have been active here for 19 years and although the assets have appreciated materially no dividends have as yet been paid. Interests include Keewatin Power, Keewatin Lumber, and Keewatin Lumber, Pulp and Paper Division. D. McLeod, general manager, says all the funds are from the United States. Commenting on plans for 1925 he said:

"In our new paper mill we have installed the most up-to-date paper machine in the world with a full capacity daily of 120 tons of newsprint. On Jan. 1, we shall have installed another similar machine. This means that, during the current year, we shall have built the coffer dam, excavated over 47,000 cubic yards of ledge in the western channel, repaired the Norman dam to make it comply with government regulations as a control dam, built a new power station on the dam, fitted with seven units of greater capacity than those in our present power house, and joined up the new power house with the paper mill so as to provide the necessary power for the new paper machine."

Mormon Scheme for Pulp and Paper Plant in B.C.

From Our Own Correspondent.

NELSON.—A development embracing the conversion of Lardeau and Duncan and Kootenay lake timber into lumber, pulp and paper, and settlement of the Lardeau country with an industrial population depending on the mills, and with agricultural communities resulting from migration of colonists from Zion City, Ill., the scheme depending on the Canadian Pacific Railway forming a development company to carry on the industries proposed, has been outlined here by Charles F. Caldwell, general overseer of the Christian Catholic Apostolic Church in Zion, and Kootenay mining man. Mr. Caldwell is approaching the British Columbia government on the matter, and is to approach President E W Beatty of the C.P.R. on a coming visit east.

Laurentide Power Bonds Offered to Yield 5.60%

From Our Own Correspondent.

MONTREAL.—Hanson Brothers and Aldred & Company offered $1,525,000 of bonds of the Laurentide Power Company this week. The issue was taken up on the day of offering.

The bonds bore 5½ per cent interest and are repayable in 1946. They rank after the outstanding issue of general mortgage bonds and have in addition the guarantee of the Laurentide Company, which owns 70 per cent. of the capital stock and which has no bonds of its own outstanding.

The offering was made 99 to yield about 5.60 per cent.

The purpose of the issue will be to retire $1,391,000 of the present outstanding 7 per cent. general mortgage bonds, due May 1, 1941, for which the necessary arrangements have been made, thereby saving the company considerable interest payments and simplifying its financial structure.

The net earnings of the company for 1924, available for the series A bond interest, are estimated at $785.300. This compares with $711,892 in 1923, $695,206 in 1922, $546,476 in 1921 and $432,255 in 1920.

During the past year the operating cost of the plant was 16 per cent. of the gross income from power sales. Since the plant started in 1916 it has had no interruption from either mechanical or electrical sources.

Western Quebec Paper on 24-Hour Operations

MONTREAL.—The Western Quebec Paper Mills are now operating on 24 hour a day basis and it seems likely that the present capacity of 6 to 7 tons of paper a day will be increased in the not distant future.

The company is manufacturing fine paper, which includes tissue paper, paper used for pattern making, etc. In the past these grades of paper have been largely imported and in this way the Western Quebec Paper Mills are replacing foreign papers on the Canadian market.

Saguenay Sells Pulp to Price Brothers' Mill

From Our Own Correspondent.

MONTREAL.—Saugenay Power and Pulp Corporation has been selling groundwood pulp to Price Brothers for some weeks past, enabling the latter company to maintain output in the face of the damage done recently to its pulp grinding plant by the landslides at Kenogami. The arrangement has proven mutually satisfactory, providing Saugenay with additional sales during a period when pulp is often stored and providing Price Bros. with a dependable supply of groundwood in an emergency.

The friendly relations that have resulted have revived interest in the possibility of Price Brothers taking over the Saugenay properties. The two groups were unable to come to terms last year, when a deal was under consideration, but it is felt to be a logical ultimate development for the Saguenay's chief property, the Chicoutimi Pulp Company, together with the Port Alfred Pulp and Paper Corporation to go in with Price Brothers to form a gigantic Lake St. John paper organization. This is looking well into the future, but must be considered as a development as logical as the Spanish-Abitibi merger and St. Maurice Valley newsprint merger.

Canada Increased Newsprint in 1924

From Our Own Correspondent.

MONTREAL.—Complete figures of newsprint production in the United States and Canada in 1924 show that Canada's total output was 1,352.994 tons as against 1,470,581 tons in the United States. Canada's tonnage showed substantial increase and United States tonnage declined.

Comparative figures follow:—

	Can.. tons	U.S., tons
1920	875,170	1,511,968
1921	808,066	1,225,235
1922	1,080,333	1,447,688
1923	1,266,232	1,485,000
1924	1,352,994	1,470,581

AMATEUR ONSLAUGHT ON ASBESTOS FAILED

Crude Work Came to Naught, When Someone Tried to "Rig" Stock Market

From Our Own Correspondent.

MONTREAL.—What looks like a very cheap and unsuccessful attempt to rig the stock market occurred here this week. The object of attention of the unknown parties to the deal were the shares of the Asbestos Corporation.

As is well known, negotiations have been in progress since October last looking to the consolidation of the principal asbestos producing companies of the Province of Quebec. Negotiations have proceeded slowly but satisfactorily, being sponsored by a powerful New York banking group with the sympathetic co-operation of all the independent companies. On the strength of these negotiations the shares of Asbestos Corporation, which are the only asbestos securities listed on the Montreal Stock Exchange, had a steady rise to levels that are more than in line with the company's position than the low prices reached early in 1924. Just when the shares were at the peak price of the current move a local news bulletin service published an article purporting to indicate that negotiations for the merger had fallen through and that the merger was definitely off. At the same time copies of the same or similar articles were sent to the financial editors of the local newspapers by one of the Montreal advertising agencies and they were asked to publish these as a sensational feature story. Fortunately for investors the newspapers did not fall for the matter that was sent to them and none of them published the story.

The truth of the situation at the time when the story was sent out was that negotiations were proceeding on a very satisfactory basis and the stage was set for a meeting scheduled for Wednesday of this week, when the merger was to be definitely discussed by representatives of the companies. At the time that this is being written it is not apparent what the decision of the meeting will be, but one thing is certain that when the story of the failure of negotiations was broadcast there was absolutely no justification for such a conclusion.

It is not clear whether the story was sent out in a deliberate attempt to depress the price of the shares in order that some one might get in at less than the current market or if it was an attempt to wreck the merger by interests who had not the prospect of making as much out of the deal as they originally expected.

The attempt failed utterly. Saturday, the day following the broadcasting of the letter, nothing happened to the market at all. Monday saw some apparent decline in the stock which it quickly recovered. Only a few shares were traded in and there is some doubt as to the real significance of these sales that temporarily lowered prices. At the time that a sale of Asbestos Corporation preferred was being posted at 75½ an attempt was made by an investor to purchase the stock and the best offering at that moment was $80 a share.

ATLANTIC SUGAR

It has recently been reported that Atlantic Sugar would show an operating profit of about one million dollars for the year ended December 31, 1924. Indications are that the net profits of the company will be somewhat smaller than was the case in 1923. The recent buying of the stocks of the company some of which is said to have come from New York, and which has carried the common above 20, and the preferred to 56, apparently is in anticipation as to future developments rather than as a result of the operations of 1923 and 1924. The raw sugar market holds out promise of a big year for refiners. Atlantic, it is pointed out, is admirably situated for the export trade, and is reported well booked up on export orders.

OPPOSE NEW BOND ISSUE

Imperial Steel bondholders, opposed to an issue of prior bonds in England, are proposing to organize to protect their interest.

The Laurentide Company
Limited

Manufacturers of
Ground Wood - Sulphite Pulp
Wood Boards and Newsprint Paper

GRAND'MERE -:- QUEBEC

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Manufacturers of
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Secretary, M. H. HUTCHISON; Treasurer, T. F. McNALLY; Asst. Treasurer, A. C. McMILLAN.

Automobile Output of U.S. Fell Off Only Slightly

The 1924 production of motor cars in America fell off only slightly from the peak reached in 1923, according to a statement just issued by the United States Department of Commerce. The 1924 total of passenger cars produced in Canada and the United States was 3,261,682 as against 3,637,216 in 1923 and 2,339,840 in 1922. The number of trucks manufactured was 375,396 in comparison with 376,444 in 1923 and 246,679 the year before. The complete totals for each country separately are not yet available, as the figures for some of the months are not complete, but the totals, however, are as given. The peak of the year, as usual, was during March and April, when the largest demand was in prospect. The statistics given are based on information received from 166 manufacturers, and are not strictly comparable with the figures for previous years, since not all the Canadian production was included formerly in the grand total.

	Passenger Cars	Commercial Cars
Jan	293,798	30,627
Feb.	343,431	32,754
Mar.	356,976	36,270
Apr.	346,320	37,766
May	286,146	35,112
Jun.	224,965	28,884
Jul.	244,387	28,227
Aug.	255,073	25,508
Sep.	263,411	31,829
Oct.	260,839	32,329
Nov.	204,313	27,766
Dec.	182,023	27,334

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Left Stamp Off Receipt And Fine is Forty Dollars

FORT WILLIAM.—Failure to attach a two cent stamp to business receipts issued cost a local merchant a $40 fine in the Fort William police court. Customs and Excise officials were the complainants and evidence showed that several receipts had been issued for sums of money in excess of $10, without the necessary stamp, making the merchant liable to a maximum fine of $100 in each instance. Had the customs department desired to press matters and prosecute the merchant in each case, a fine of several hundred dollars would have been assessed, said the court. As it was a charge was laid on only one infraction of the act and because it was the first case of its kind to come before the court in this district the maximum fine was not imposed.

Maritimes Smelt Industry Overwhelmed With Orders

From Our Own Correspondent.

SYDNEY.—Although all the fisheries on the coasts of Cape Breton and Newfoundland are at present showing a mild boom, the smelt industry is expanding with extra rapidity and it is predicted that it may in time rival the cod trade as a source of revenue for the hardy islanders. Growing demand in New York and other eastern cities for this delicious sea food is giving the fishermen more orders than they can fill, and express car loads of smelts leave North Sydney daily for the States.

MINERAL PRODUCTION OF N.B.

FREDERICTON.—Mineral production in the province of New Brunswick was well maintained during the past year, according to a preliminary survey of the industry of the Provincial Department of Mines. Coal output declined slightly from the totals for 1923, but the production of the other principal non-metallic minerals, including natural gas, gypsum and building materials, was well up to the figures of 1923.

Public Utilities

THOUSAND MILLION UTILITY CO. BONDS SOLD DURING 1924

Public Corporation Securities Show Public Interest is Large

By E. E. QUANTRELL,
Vice President, Halsey, Stuart & Co., Inc.

Between one-fifth and one-sixth of the interest bearing securities, including both long and short term bonds, absorbed by American investors in 1924, were public utility obligations. This group borrowed utilities to the extent of $1,000,000,000 as compared with $877,000,000 in 1923. It is only when one compares this enormous total of one billion dollars for 1924 public utility flotations with the total distribution of all interest bearing securities of approximately five and one-half billion dollars that its true significance can be appreciated. Even these figures do not adequately reflect the increased growth of these enterprises. In addition to interest bearing securities, an approximate total of $500,000,000 of junior securities, largely in the form of common and preferred stocks, were issued and distributed.

Ten years ago, the aggregate of all public utility financing, both stocks and bonds, in one year amounted only to $450,000,000—about one-third of the 1924 total. The increased importance of public utilities in the money markets, as shown by the billion and a half dollar figure for 1924, serves to reflect the increase in capital development in these enterprises, however. In that 10 year period, the capital invested in the power and light industries alone has more than doubled to a total well in excess of $6,000,000,000. Conservative authorities believe that it will more than double again in the next 10 years. To-day, there is more money invested in the electric light and power and in the gas properties alone than in the steel and iron industries, including rolling mills. The capitalization of all public utilities is exceeded only by agriculture and railroads.

Heavily Traded In

As 1924 progressed, public utility bonds came to be held in increasingly greater regard by investors generally and this attitude toward these securities was particularly demonstrated in the case of purchases by banks, insurance companies, corporations and other institutional buyers. Toward the close of the year the popularity of public utility bonds came to be reflected in a marked degree in th market for stocks of the better utility companies. There were many big days in the New York Stock Exchange when securities of the better known public utilities were the feature of the day's trading operations.

Factors which contribute to a satisfactory and consistent rate of earnings, combined with stability, seem to have played an important part in stabilizing the market for such issues.

Gas, electric, water, telephone and other public utilities are public necessities of the everyday routine of modern civilization. Furthermore, if bills are not paid promptly service may be discontinued and accordingly bad debts are reduced to a minimum. Public utilities, moreover, particularly those companies which supply electricity, can suffer only comparatively slight inventory losses. Just as inventories are small, so also is the labor turnover, in practically every public utility except the street railways. The number of laborers employed, too, as compared with capital investment is relatively small and, therefore, mounting labor costs which proved to be a source of trouble in many industries during the recent war, affected most public utilities very little. Another fact contributing to the stability and constancy of the earning capacity of public utilities is the lack of destructive competition. Rate making bodies to-day, too, are more favorable to maintaining the stability of earning capacity of public utilities than were the iron-bound rates formerly included in franchises; because rate making bodies can adjust rates to meet conditions unforeseen at the time a franchise might have been given.

Profits Much Higher

The effect which these factors, combined with good management and efficient operation, have in the public utility field, is reflected in the balance sheets and income statements. Taking 10 representative public utility companies with whose data Halsey, Stuart & Co. is intimately familiar, the combined earnings record for the entire war and post-war period shows that in nine years gross revenues increased from approximately $52,000,000 to $138,000,000; operating expenses from $29,000,000 to $86,000,000; and margin available for interest charges from $24,000,000 to $52,000,000.

Utilities emerged from the war period stronger than ever before. Studious research of the trend of the public utility securities market even leads to the conclusion that they follow pretty closely the trend of the money market.

$3,250,000 OF BONDS FOR EDMONTON GAS

Northwestern Utilities Makes First Big Natural Gas Issue Made in Canada

From Our Own Correspondent.

MONTREAL.—The offering of bonds of the Northwestern Utilities of Edmonton, that is now being made by Nesbitt, Thomson and Company is interesting in that it is the first large public offering that has ever been made in Canada of the securities of a proven natural gas company. The Provincial Natural Gas and Fuel Company of Ontario has been privately financed from the start; Volcanic Oil and Gas and Union Natural Gas Co. of Canada, have been privately financed or by issues in the United States; Calgary Western Natural Gas Company was financed in Britain. All of these companies have been exceptionally successful and have paid excellent returns to their stock and bondholders.

The Northwestern Utilities has been supplying gas to the citizens of Edmonton since the fall of 1923 and has close to 5,000 customers. It is now under the management of Christopher J. Yorath, former city commissioner of Edmonton, who recently accepted the presidency of the company. This is the first financing of the company in Canada, temporary financing having been arranged in the United States during the construction period of the company.

The bond issue is for an amount of $3,250.000 of fifteen year, first mortgage bonds, paying 7 per cent. interest and offered at par with a bonus of two shares of stock in Canadian Utilities, which controls Northwestern Utilities, with each $1,000 bond.

The earnings, as estimated, provide an ample margin above interest requirements. The bonds are retireable through a sinking fund to be built up by a definite proportion of earnings and in addition a depletion fund is being established.

Rates for gas will be fixed by the Public Utilities Commission of Alberta, at a level to provide a ten per cent. net return to the company. The gas is obtained from the Viking field, which has been shown to have in sight over 60,000,000,000 cubic feet of gas, according to the company's engineers, with a possible equal amount in addition to potential reserves.

WINNIPEG MAY VOTE ON RAILWAY BY-LAW

City May Decide to Place Purchase Proposal Before Ratepayers

That there is a growing feeling in Winnipeg in favor of bringing up the by-law for taking over Winnipeg Electric Street Railway next November, is reported in most recent gossip from the Manitoba capital. Mayor Webb is quoted as saying that if this is done it means that the street railway will be the matter of main interest before the Winnipeg city council and the citizens for the best part of the year. Settlement of a purchase price for the traction system, separation of other properties held by the Winnipeg Electric for the purposes of purchase, and the calling in of outside franchises will be among the questions to be threshed out by negotiations between the company and the city, following which a by-law of from $8,000,000 to $20,000,000, according to the properties included in the proposed purchase, must be prepared and submitted to the ratepayers for approval. In the event of a by-law being turned down, Mr. Webb points out, the Winnipeg Electric Company will automatically receive a five-year extension of its franchise, but any move for the taking over of the system by the city likely will be instituted with the object of purchase, it is expected.

Want Mr. Black For Negotiating With City

WINNIPEG.—The latest gossip in Winnipeg anent the appointment of E. M. Black, ex-provincial treasurer of Manitoba, as vice-president of Winnipeg Electric, in charge of finance, is that his main task will be to conduct negotiations with the city looking to the taking over of the tramway, and possibly of other company property. Within the company itself, it is understood that there are two groups, the one composed largely of shareholders, who desire to make the best possible bargain with the city for the taking over of the tramway utility, and the other representing mainly the bondholders of the Manitoba Power Co., a subsidiary of the Winnipeg Electric, who do not relish, it is stated, being left with the Great Falls plant on their hands and no tramway as a customer for power. The question of the outside municipalities to which the street railway gives not only traction service, but also light and power, on the strength in several cases of exclusive franchises, will highly complicate the negotiations.

Bell Telephone's Gross in 1924 Near $25,000,000

From Our Own Correspondent.

MONTREAL.—Preliminary figures of Bell Telephone 1924 earnings became available this week in connection with the company's new financing. Gross earnings were $24,900,000 as against $22,921,590 in 1923. Earnings on common stock were at approximately the same rate, it is apparent.

The company had 536,500 subscriber stations at the end of the year as compared with 486,241 at the end of 1923.

LONDON STREET RAILWAY

London Street Railway shareholders will not receive a dividend for 1924 because earnings show a falling off of $30,000. In 1923 five per cent. was paid.

It is understood that the decrease in earnings resulted from a drop in the number of passengers carried last year. According to rumors the company carried approximately one-half million more passengers in 1923 than in 1924. This was due to industrial conditions and to the number of automobiles used in London. Passenger earnings for the year 1923 totalled $685,608.

Public Utility Earnings

"Soo" Line Earnings

Earnings of the Minneapolis, St. Paul and Sault Ste. Marie Railway for December and from January 1st, to December 31st. follow:—

December—	1924	1923
Total Rev.	$2,398,991	$1,998,859
Total Exp.	1,780,374	$1,392,023
Net Rev.	$ 618,616	$ 606,836
Taxes & Uncoll. Rly. Rev.	149,631	93,623
Net after taxes	$ 468,985	$ 513,212
Hire of Equip. (Cr.)	40,937	Dr. 59,807
Rental of Term. Dr.	11,082	10,995
Net after Rents	$ 416.965	$ 562,023
Jan. 1 to Dec. 31—	1924	1923
Total rev.	$28,724,693	$28,957,095
Total exp.	21,261,302	21,889,104
Net Rev.	$ 7,463,390	$7,067,990
Taxes & Uncoll. Rev.	1,984,751	1,855,625
Net after taxes	$ 5,478,639	$ 5,212.364
Hire of equip., Cr.	$ 259,932	$ 907,466
Rental of Term. Dr.	132,116	127,428
Net after Rents	$ 5,606,455	$5,992,402

Southern Canada Power

December—	1924	1923	Incr.
Gross earn.	$98,491	$89.421	$ 9,070
Op. Exp.	46,344	38,501	7,843
Net earn.	$52,147	$50,920	$ 1,237
3 mos—	1924	1923	Inc.
Gross	$281,317	$257,333	$23,984
Oper. exp.	131,968	115,522	16,446
Net earn.	$149,349	$141,811	$ 7,538

Cape Breton Electric

Nov.	1924	1923	Increase
Gross	$56,779	$64,984	x$ 8,205
Oper. Exp. & Taxes	44,323	48,338	x 4,015
Net Earn.	$12,456	$16.645	x$ 4,189
Int. Charges	5,588	5,611	x 22
Bal. for Res., Retirements and Div.	$ 6,867	$11,034	x$ 4,167
12 Mos. End. Nov. 30—	1924	1923	Inc.
Gross	$672,496	$700,094	x$27,597
Oper. Exp. & Tax	538,864	611,322	x 72,457
Net Earn.	$133.631	$ 88,772	$44,859
Int. Charges	68,375	67,722	653
Bal. for Res., Retirements and Divs.	$65,256	$ 21,049	$44,206

PROVINCES WANT RIGHT TO CONTROL ALL STOCK SALES

Ask Dominion to Help in Blocking Fraudulent Sales

As a result of the Hearst Music Company fiasco in Manitoba, the Saskatchewan government is taking a step designed to help curtail the operations of wild-cat salesmen. The proposal is to ask the Dominion government to enact necessary legislation to confer on provinces the power to regulate the sale of shares of Dominion companies. The granting of a license to operate in the province of Manitoba was first aid to success in the Hearst case and after permission to sell stock had been withdrawn, the promoters of this wild proposition were able to get over the provincial opposition by securing a Dominion charter. The Hearst promoters were refused permission to sell their stock in the province of Alberta and thus the people of that province were saved considerable money. The fact of the matter is that permission of the province was not necessary at the time, as it was a Dominion company, only the promotors did not know that.

Inspectors of the Hearst Company have secured the return from Chicago of certain assets which some months before the crash had been transferred to the Chicago manager personally. Officials of the Chase National bank are satisfied that the letter purporting to have been from that institution was a forgery, it is stated.

London's Second Motor Concern is Being Sold

Assets of London's second motor company are to be sold. Recently those of the Ruggles Motors were sold, the shareholders getting nothing. Now the inspectors of London Motors are holding a meeting to consider the sale of the assets of that company. It is understood that some effort has been made to interest United States capital in the proposition, but that this has not met with success. There is considerable plant and equipment, and automobile parts on hand. Like the Ruggles company, it is possible that the plant will be taken over by other interests, but that the purchase price will leave very little for the shareholders. London Motors turned out what was regarded as a pretty fair car, which was assembled in London from parts purchased mostly in the United States. About a year ago the company came in for considerable criticism because of the stock selling methods employed. In Lambton County court action was taken and given a decision in favor of a shareholder as against the company in a stock purchase, while the judge severely criticised the selling methods of the company.

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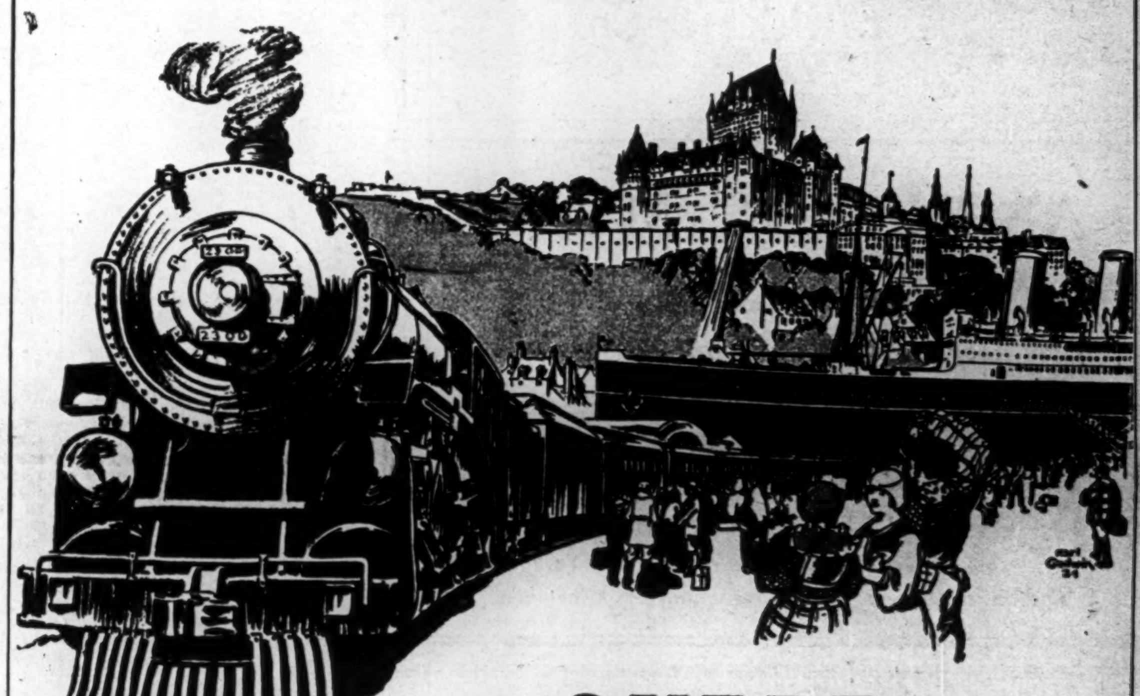

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21

Crown Reserve

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ENGINEER RETAINED?

It is reported that E. P. Matheson, New York, president of American Institute of Mining, has been retained as consulting engineer for the liquidator of British American Nickel Corp. The properties are to be sold in March. Henry Ford, it is said, may be a bidder. He wants a nickel property.

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News of the Mines for the Investor

MINING LIST HAS SETTLED BACK; ALL RECENT GAINS LOST

Public is Not Showing Keen Interest in Shares of Mines

The mining market remains unchanged. There has been some activity mostly in the smaller issues and believed to be entirely professional. The general public is not deeply interested in the market. Brokers state that there has been a keener interest shown, judging by the number of inquiries, but somehow these inquiries are not leading to orders. A review of the mining table on Page 5 of this issue will show how the recent effort to launch a bull market in mining shares has fallen by the wayside. These figures would indicate that during the past week there has been rather a heavier settling back to the old levels than has been the case for a couple of weeks. For a while it looked as if some of the gains which had considerable merit behind them, would hold, but this has not worked out. The result is that most stocks are back to their old low levels and in a position where they are regarded by many brokers as being cheap.

Argonaut, though selling 5 points above the year's low, is also 8 points below the recent high, while Beaver has sagged 4 points. Selling in this issue this week was heavy and the same with Kirkland Lake Gold. Canadian Lorrain at 50 is selling at the year's high while Capital has slipped back 5 points. Castle at 72½ compared with the recent high of 83. Clifton is a point below the recent high and thus gave ground for the first time since the acquisition of the Provincial was announced. C. W. Dome is up and down, selling at present 5 points below the high. It was recently stated that the report that $30,000 monthly was being produced was an exaggeration and that half that amount would be nearer the mark. Crown Reserve gave about 4 points to 50 while Dome is 90c. below the recent high, and 50c. below the high for the week. Hattie pref. is selling down 7 points while Hollinger is a dollar below the high and 30c. below the week's high mark. The two Keora issues have fared about the same, though perhaps a little lighter movements took place in these issues. Lakeside at 14½ is 4½ above the week's low and close to the recent high mark of 15¾. La Rose at 27 is 5 points below the week's high of 32 but 10 points above last week's close. This sudden rise is now well regarded and it is feared that the break back will be just as sudden as the upward swing. The position of the company, it is felt, does not justify anything like this price for the shares. Lake Shore is hugging close to $5 while Nipissing gave way about 30 cents.

Lorrain Consolidated took a little spurt on news of a new find but settled back again while McIntyre is worth 15 cents less. Mining Corporation at 285 is 9c. below the high of the week and 31 below the recent high. Night Hawk holds firm around 30 with light trading. Profit taking seems to explain the heavy trading in Teck-Hughes as the price gave somewhat. Tough-Oakes is weaker and Vipond 10 points below the recent high. Wright Hargreaves is back to 4.15.

Brokers cannot see any sign of an awakening of public interest in the market. There are various explanations offered as to the why of this. Some look to the new regime at the Standard Exchange to bring about what they term needed changes and thus restore public confidence. It will be interesting to see how things work out.

Coleroy-Gowganda Has Uncovered Three Veins

From Our Own Correspondent.

MONTREAL.—An interesting story, illustrating the narrow margins between success and failure in mining, is told about Coleroy-Gowganda Mines, Gowganda. This is a silver property on Leroy Lake, lately taken over by Balfour, White & Co., of Montreal. Mr. Collins, original owner, spent about $100,000 on it and had his shaft down 312 feet without reaching the diabase sill, his objective. He was at the end of his resources. He interested the local house, who purchased the property by an exchange of shares and proceeded to continue the shaft sinking, and only 18 feet further was cut when the diabase was reached and another 60 feet in the diabase uncovered three veins. Cross-cutting is now being proceeded with.

The mine is capitalized at $3,000,000 and as Mr. Collins got 1,000,000 shares of the stock he stands to benefit substantially should further exploration work prove the mine to be worth while.

Balfour, White & Co. are offering the final block of the first offering of 250,000 shares at 25 cents, a portion of the issue having been placed with Northern New York and Vermont bankers.

Prospectors' Competition For Preparing Reports

Ontario Mining Association is offering a prize of $125.00 to prospectors, for the best report on a mining property, under the following conditions: The competition is open only to bona fide Ontario prospectors, holding an Ontario Miner's license, who have staked claims in Ontario, and is not open to engineers.

The report must refer to some particular location in order that the judges may properly estimate the value of the information given respecting location, transportation facilities, etc., but the information regarding veins, assays and work done need not be accurate for any particular claim.

The report may be accompanied by maps, and must be in the hands of the secretary of the Ontario Mining Association, 802 Bay Street, Toronto, not later than April 30, 1925.

The judges will be: Dr. J. Mackintosh Bell, R. A. Bryce, and M. W. Summerhayes.

The idea of the competition is to try and help prospectors to present their facts in a clear and convincing way so that possible purchasers of claims may be given all the essential information. From the reports submitted it is hoped to evolve a skeleton form on which all necessary information regarding any ordinary property could be given under different headings.

Another of Dr. Bell's Theories Works Out O.K.

Another of Dr. Mackintosh Bell's theories on the Keeley has worked out with a maximum of success. When he drove the long cross-cut to the west—800 feet from Wood's fault—he decided to sink a winze to the 9th level. If he got ore, he would turn the winze into a shaft and thus solve a troublesome problem. He has got the ore. The winze is yielding high grade from two veins, it is announced. The statement says:

"The No. 16 system has been cut in a crosscut 20 feet in length extended from the bottom of the winze 100 feet below the eighth or 560-foot level of the Keeley. Up to the present two veins of the system have been cut, the first averaging about 300 ounces over 30 inches, and the second about 1,500 ounces over four inches."

Dr. Bell drove the long cross-cut on the theory that there should be ore there. He opened it up in five faces on the 8th level, just about where he expected to get it—the junction of two veins.

Lack of Details re Bingo Disappoints Mining Men

The Canadian mining industry will be disappointed with the cabled reports from London that the Dresser report was considered too technical for general publication. The hope is expressed that this is not an intimation that the report will not be made public. No matter how technical, the fact stands out that the report must show the width of the ore or pay streak and must show the values which it would be easy to average up. That is the big point around which interest centres. Until these facts are public the air of uncertainty which exists about Bingo will not be cleared up. The statement that experts are still investigating the mine, is of interest. Confidence in the board was expressed by the shareholders at the meeting.

Don Rouyn Has Plans for Diamond Drilling

MONTREAL. — The Don Rouyn Gold Mines are completing arrangements to diamond drill two of their properties. Good assays have been obtained on the Malartic holdings, and on the property lying next the Huronian Belt—it is on these two that the drills will be put down. Also the engineer in charge has been instructed to build a camp on the Destor township holdings, to house the men necessary for surface work there.

Gathering Data on Deep Mining Will Help Mines

Mining in Northern Ontario is approaching the stage where it will soon be termed deep mining. McIntyre is now sinking a shaft to 4,000-ft. Experienced men in this work are few in the north. Incidentally the Department of Mines knows little about it. This is one of the reasons why Hon. Chas. McCrea will send an official to the gold congress in Africa during the coming summer. He will gather data from the various operators while in that country. Rand mines are down 6,000 and 7,000 feet.

Obnoxious Bond, a Barrier To Prospectors, is Removed

WINNIPEG.—Development of mines in the Long Lake and Bulldog Lake areas of Central Manitoba is expected to be encouraged, officials of the Board of Trade Mining Bureau say, as a result of the federal government's action in repealing the law requiring a $500 bond for every claim staked in these areas. The mining bureau feels considerably elated at the government's decision in view of the effort made by the local organization in getting the regulation rescinded. The bond requirement, which was long a handicap to prospectors, was one of the first problems to be tackled by the mining bureau of the Board of Trade after its organization last November.

Much Exploration Work On in Michipocoten Area

Considerable diamond drilling is being done in Michipocoten. Gibson iron claims are being drilled. A drill is at work on the Grace mine. The Cline property is being thus explored. It is held by Canada Mines Syndicate.

There are prospects of diamond drilling being started at the Victoria Mines north of Garden River depending on the results of the samples just taken. This mine, which was recently de-watered, is being worked for silver lead, under the direction of Mr. Fitzgerald of Sudbury. Further action will depend upon the results that are received from the samples. It is also reported that James Teare is getting ready to diamond drill his property in Laird township for iron.

ARGONAUT

The shaft on Argonaut is now at 760 feet, according to Pres. J. H. Rainville. At 750 feet a cross-cut is being run to cut the No. 6 vein system. It is expected that the downward extension of this system will be reached within a fortnight. "Almost every machine at the property is now working on development, progress being made under way at thirteen different points, and about half of these points are already giving promising results. All this work is being done in new ground, as the stopes in the previously opened deposits are all filled to the banks, and consequently further work on them is impossible until the mill is running again and a portion of the ore already broken is drawn. On the sixth level," the president continued, "backs are down for the stopes, and we are in ore at both ends of the workings."

CROESUS

It is understood that a re-organization of Croesus has been under way for some time and is about completed. By spring it is believed that this rich old property will again be under exploration.

SILVER AND OTHER METALS

Jan.—	26	27	28	29
Silver—				
London (d.)	32 1/16	32 3/16	32¼	32 5/16
New York	68½	68⅝	68⅝	68⅝
Copper	—	14⅞	14⅞	14⅞
Lead	—	10	10	10
Zinc	—	7.65	7.67	7.65

KIRK-RAND SHARES ARE OFF EXCHANGE

It Would Seem That Next Move is up to the Company

The new officers of Standard Mining Exchange drew first blood in their proposal to clean up exchange trading by suspending trading in Kirkland Rand. Action was taken on the ground that the existing price for the shares was not a true one and that there was manipulation. Shares moved up from 40 to 60 while Montreal-Ontario shares, representing the old company was selling at 10 cents. These latter were traded two old for one new which would make the price of the Rand shares, on this basis 20 cents. It is evident that the action of the exchange officials was taken on the ground that the shares were being manipulated and that the price of 60 cents does not represent the real market for the shares. On the other hand officials of the company come back with the charge that certain Toronto brokers were short of the stock and that they had been trapped and that this was responsible for putting the shares up. Thus matters stand. The company paid to have its shares listed. To-day they are not on the list. It would seem that the next step is up to the company. Exchange officers emphatically deny that Toronto "shorts" put the shares up.

President W. S. Empey, of Kirk-Rand told THE FINANCIAL POST that he is surprised the exchange has furnished the company with no logical reason for the action taken, and sees no reason why the company and stockholders should be penalized when an outsider buys up the stock and raises the price.

Generally the new exchange officers are credited with being actuated by the best of motives and such being the case, the hope is being expressed that they will keep their eyes on a number of other stocks that are being traded in on the exchange and which many feel, it would be in the best interest of mining and the exchange if they were off the list entirely.

ACTION IS THREATENED

MONTREAL.—Unless some suitable explanation of the action of the Standard Stock and Mining Exchange in removing Kirkland Rand stock from the board is forthcoming, W. F. Empey, president of the company told THE FINANCIAL POST that it is expected that Kirkland Rand will take action against the exchange. This decision, it is believed, was reached at a directors' meeting held this week. Great interest is being shown in the tangle, in which there are three schools of thought represented. The Toronto angle is, that the company's stock was listed at 40c. and they claim that the issue was put up by manipulation to 60c. without any justification, as the mine was not in operation. The company on the other hand feel that they have been injured greatly by the action of the exchange because, through no fault of their own or of their directors, the difficulty of securing further finances has been increased, at a time too, when the physical aspect of the mine gives great promise. The last side of the story comes from the local brokerage house which handled the issue: They say that the rise was caused by interests who bought in the open market with the idea of cleaning up any loose stock.

One story which was printed by a local evening paper inferred that the rapid rise in the stock was caused by short interests who were endeavoring to cover their commitments, but this story does not obtain much credence on the street here, as there appears to be no scurrying around by the shorts to obtain stock from the holders in this city.

The local brokers involved in the deal say that they will be able to open their books for inspection at any time, and that the books will definitely show that the rise was merely a question of supply and demand.

Notes on Mine Progress

Wigwam Expands

Wigwam Silver Mines in Gowganda announce that the engineer, Horace F. Strong, has found it necessary to install a new compressor with double the capacity of the present one, in order to keep pace with the discoveries being made and to carry on the present development campaign.

Mining Corporation

Mining Corporation's mill at Cobalt is receiving 150 tons of ore daily from Lorrain, 100 from Crompton and Frontier and 50 from Trout Lake Lorrain. The new ore shoot which Corporation has been working in, seems to be holding well and has awakened a fairly keen interest on the market for the shares.

Lorrain Consolidated

A four-inch vein of 1,500-ounce silver has been opened up on Lorrain Consolidated. The stock fluttered a little on the announcement and then suffered a relapse. Pres. Steindler was up to see the discovery and came away pleased. There has been but little doing in these shares. That there is a silent but steady accumulation going on seems certain.

Westree's Deal Approved

Shareholders of the West Tree Mines, Ltd., unanimously authorized the transfer of the assets of the company to the Canadian Champion Reef Mining Co. The capital of the new company is to be $5,000,000. Two million shares of the new company will be set aside to give West Tree shareholders and pooled for 18 months.

McIntyre

The market seems to be showing little interest in the fact that McIntyre's production from the present mill is soaring. The final part of 1924 saw a material increase in production and in the spring it is expected that another half million dollars will be added to the basis of annual output. Despite all these developments, the sinking of a new shaft, the acquisition of a valuable prospect in Quebec and the control of Plenaurum, the shares are selling considerably below, almost $5, the high mark of last year.

Crown Reserve

The report that Maurice Summerhayes was to take over the management of Crown Reserve is without foundation. He will continue as consulting engineer for the company as well as for the several other concerns with which he is associated. The property is in charge of Mr. Fox, who is regarded as a capable manager. Fair progress is being made on the property. The latest report on the property, an 8-page pamphlet, by Moysey & Co., gives a wealth of information about the Kirkland and Larder Lake districts.

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Current Events in Banking World

C.B.A. HAS NOT ANYTHING TO SAY ABOUT NEW BANKS

This Matter is Entirely in Hands of the Government

In connection with the University of Toronto extension course on the business cycle, A. J. Glazebrook, exchange broker, delivered an address on the relation of the banks and the business cycle which in its practical, matter-of-fact dealing with a subject which is vaguely understood and very generally misunderstood, had much of particular interest for the banking community. As described elsewhere he disposed of the idea that a bank of re-discount in Canada would provide any real service and in general sounded a note of warning against the many legislative experiments suggested by sincere but misguided meddlers.

Mr. Glazebrook made the point that at the present time the situation was not that there was a shortage of money or credit but rather that there was too much; he referred to increased deposits and contracted commercial loans as shown by the bank statement. What was wanted by the banks were more opportunities to loan their money with assurance that they would get it back with a fair rate of interest. In this connection he stressed the importance of the bank manager interesting himself not only in the security offered by the customer but also in the use made of the money loaned—as to whether it was being employed in a sound way to make a profit for the borrower; if not it was poor business for the customer and for the bank.

Is Customer Making Money?

"When I was a young man in the bank," said Mr. Glazebrook, "I had an experience which impressed the importance of this on my mind. I was accountant and for the time being acting manager of a branch in a small town. The inspector came along and criticized one of my loans. I told him rather shortly that the man was good. 'Perhaps,' he replied, 'but what is he doing with the money; his security seems all right but what assurance have you that he is using the money to make a profit with it?'

"I thought he was all wrong when he told me to close out the loan but a few months later the business went to smash—it had not been making a healthy profit. The inspector had been quite right."

After emphasizing the importance of the banks taking a close interest in the business of their customers, Mr. Glazebrook took up the criticism that the present banks are not meeting the needs of the commercial, industrial and agricultural situation. This he very much doubted. He instanced the effort to establish something in the nature of land banks in Western Canada—an experiment along the lines of the land banks in Europe. But whereas these banks were a success in European countries, because they provided a place of deposits for funds which were being held by individual farmers, the idea had not worked out in Canada because the available money was already on deposit in the chartered banks. And so it was with regard to the bank of rediscount and other proposals of a more or less radical character—they were merely experiments put forward by people who had little understanding of the real needs of the situation.

Radical Ideas Disposed Of

That the students present came to the meeting with ideas that much can be done by way of legislation, to solve the problems of the day, was evident from the nature of questions asked. The practical way in which Mr. Glazebrook met various suggestions of this character seemed to be a matter for surprise if not disappointment. One of the questioners evidently thought that if he wanted to start a bank—as he put it—he could be prevented from so doing by the Canadian Bankers' Association. Mr. Glazebrook explained that the Bankers' Association had nothing to do with the matter, it being in the hands of the government. And perhaps it might be advisable to go further than did Mr. Glazebrook in explaining this matter.

If an individual or a group of capitalists or promoters desire to start a bank they have to secure a charter from the government to do business under the Bank Act. In the first place they must give evidence to the banking and commerce committee that it is a bona fide effort. Then at the end of a year they must show a subscribed capital of $500,000 with $250,000 paid up before a permit to do business is granted. In recent years two charters have been granted in connection with efforts to organize new banks in Western Canada and in Quebec and in both instances they were cancelled because the promoters were unable to raise the required capital.—J. W. T.

Weekly Bank Clearings

(In comparison with same month last year)

EASTERN CITIES

	Jan. 24, 1924	Jan. 22, 1925
St. John	$ 2,568,766	$ 2,260,549
Halifax	2,494,364	2,735,945
Moncton	725,267	703,516
Sherbrooke	725,157	680,236
Quebec	5,446,030	5,278,775
Montreal	93,321,113	90,361,641
Ottawa	5,204,642	7,283,096
Kingston	567,788	601,818
Peterborough	882,091	709,206
Toronto	91,728,360	92,406,844
Hamilton	4,958,123	4,267,644
Brantford	815,340	732,317
London	2,397,391	2,973,357
Kitchener	824,418	849,412
Windsor	2,791,926	2,631,865
Total East	$215,450,776	$214,476,221

WESTERN CITIES

	Jan. 24, 1924	Jan. 22, 1925
Ft. William	$ 788,886	$ 695,898
Winnipeg	35,610,577	39,414,228
Brandon	459,462	570,759
Regina	2,730,645	3,550,073
Moose Jaw	1,198,377	1,117,153
Saskatoon	1,445,682	1,322,376
Pr. Albert	278,957	340,201
Lethbridge	395,839	435,776
Med. Hat	312,654	246,999
Calgary	5,905,194	7,527,593
Edmonton	3,664,139	4,849,298
Victoria	1,713,819	1,736,403
N. Westminster	490,188	474,061
Vancouver	14,308,235	15,639,051
Total West	$ 69,802,654	$ 77,919,868

Exchange

Canadian exchange has reached its highest point for the year, having risen to a discount of 1/32 in New York, but there has been a fairly wide fluctuation between this point and a wider premium on United States funds.

Sterling continues strong, but has not advanced materially this week in its climb to parity. Rather marked strength in Belgian francs is the only feature of interest in the continentals.

NEW YORK FUNDS

	High	Low	Last Year High	Last Year Low
Jan. 22	5—16	9—32	2 1-2	2 7-16
Jan. 23	9—32	1— 8	2 7-8	2 3- 8
Jan. 24	3—16	5—32	2 3-4	2 5- 8
Jan. 26	5—32	1—16	2 13-16	2 11-16
Jan. 27	1— 8	1—16	2 7-8	2 13-16
Jan. 28	3—32	1—16	2 7-8	2 27-32

STERLING, FRANCS AND LIRE

	Sterling Demand	Francs Demand	Lire Demand
Jan. 22	4.80 3/16	5.43¾	4.15
Jan. 23	4.79¾	5.41	4.13¼
Jan. 24	4.79¾	5.40	4.12¼
Jan. 26	4.79⅝	5.39	4.13
Jan. 27	4.79⅝	5.40¾	4.13
Jan. 28	4.79⅝	5.40½	4.14

DOMINION BANK SHAREHOLDERS

There are now 2,144 shareholders in the Dominion Bank. This is the largest number in the bank's history, and an increase of more than 100 during 1924.

Selling Collection Service to the Customers of the Bank

Important Problem of the Day is to Get Costs Down, and Eliminate Unprofitable Accounts by Getting a Fair Return For Service Rendered

To refer to the importance of reducing service costs in the banks, in view of close competition and smaller earnings, is to repeat, but there is probably no more important question in the Canadian banking world to-day. Coupled with the question of getting a fair return for service rendered, it represents a very practical problem for bank staffs as well as head office officials. The following article deals with the collection department—discussing methods for making it serviceable to the customer and profitable to the bank. It is by K. A. Clarke, teller at the main branch of the Royal Bank, Halifax, who in writing on this topic won the D. R. Wilkie Scholarship Essay Prize for 1924. In his introduction he emphasises the service which the banks can offer to the collection department to exporters who are building up foreign trade. The point is made in the article that customers should be willing to pay for such services, and they should be made to see that they should do so in order that the bank should have a fair return for service rendered.—J. W. T.

Competition among banks has done much to destroy the profitableness of the collection department. When a bank opens a branch in a community already supplied with banking facilities, it must work hard to get business. The largest portion of this business must be wrested from the banks already in the field, though new business will also spring up. The means to secure the business may conform with sound banking principles in most cases, but in too many cases rate-cutting and other unfair means are used, usually without the consent of the head office officials interested.

Collecting at regular rates does not leave the banks a sufficient margin, after actual costs have been allowed, to pay for the services given. The margin after actual costs of stationery and postage have been deducted should pay for a portion of the clerical work, supervision by manager or accountant, stenographer's time, and other necessary work, along with a portion of the general overhead expenses of the bank, and leave a reasonable profit. Many business men, who are not otherwise small, higgle over collection rates and even try to beat them down. No doubt these men do not realize the great service offered them by banks at very cheap rates, though a presentation of cost figures would, in some cases at least, convince the customers that the bank is handling their collections at a loss or without any profit. They will, perhaps, say that a bank handles a large number of collections and that theirs do not matter, but would they themselves sell something below cost to one man just because they hoped later to make a profit from a sale to another customer? Would they give away all small wares for nothing because they cost little? No. Why then should they expect the banks to do so?

The revision of rates at regular intervals should receive the careful attention of the managers for the purpose of preventing a loss in operating this department and assuring paying remuneration, at the same time considering the cases of individual customers and making allowances for special circumstances and conditions in their other transactions with the bank when these warrant any special consideration.

Education of the customers along correct banking lines by the managers of the banks would help to drive away the many false ideas customers sometimes have in regard to charges for services rendered.

Selling Service

Service is the one and only commodity which a bank has to sell, and it is the duty of each and every member of the staff to keep the high standard and elevate it from time to time. Individual attention should be given each collection received to enable the drawer to secure returns at the earliest possible time. The importance of this is easily perceived when one considers that a delay of a few hours or a day may result in the item not being paid because of the drawee going into bankruptcy, or one of many reasons.

Many items are returned each day, the postage and stationery used in this connection running up the expenses of the department without any returns coming in to offset them. The telephone can be used with good results to get in touch with the drawees to whom notices are sent and ascertain if they intend accepting, or obtain their reasons for returning the bills. When the items fall due a telephone call will often result in a payment being made or in obtaining some instructions for the drawer regarding redrawing, terms, etc. Bills are not very enlightening to the drawers. "Writing," "Return," and such terms are not reasons at all , but are merely given to gain time. A definite reason for non-acceptance or non-payment should always be given if it is at all possible to obtain one from the drawees. The manager can be sure that every item has received the maximum of attention by scrutinizing the out-going mail each day. Customers giving "Incorrect," "Wrong Terms," "Amount Wrong," as reasons for returning items should be asked to accept the bill as they say it should be drawn and have it returned for confirmation of acceptance. When items are returned for confirmation of acceptance because of incorrect spelling of drawee's name, omitting "Limited," adding "Limited" where it should not be used or any other discrepancy in the names, the attention of the drawers should be especially called to the discrepancy, with the request that they correct their records to conform so it may not occur again, or the presenting bank may be able to get the drawees to accept the item the way it is drawn and also add their proper acceptance.

Obtaining acceptance of an item within 48 hours of receipt will eliminate the cost of advice which is sent advising that the item is unaccepted and asking for further instructions. The saving in this way alone would, no doubt, be astonishing, while it would give the drawer better service and also save clerical work.

Cutting Stationery Costs

Stationery represents one of the largest outlays for operating this department, but with care a large saving can be effected on this outlay. Care should be taken in ordering stationery, and wastage of forms reduced to a minimum by keeping them properly stored and impressing the Collection Clerk with the fact that even a very small waste by each collection clerk would make a large waste in the aggregate. Forms of two sizes should be used for enclosing collections —one just large enough to fit an envelope without folding, and the other twice that size. A much greater number of the small forms would be used as there would be sufficient space on them to describe the number of bills an average branch would be sending to another, and leave enough space for the address. Many of the branches would use only the small form, finding it quite large enough to suit their wants. The decrease in the quantity of paper in forms would result in a large saving each year and do much toward reducing the operating expenses of this department. Why then have forms large enough to describe twenty or more items when the greatest number of them are not required to describe one-quarter that number of items? Other forms used by this department could be made just large enough to fit an envelope without folding. The quality of the service given customers would in no way be affected by a decrease in the size of forms used by the banks.

The banks could handle without friction the items of customers representing doubtful debts and get far better returns than bill collectors. It would be to the advantage of all to allow banks a special rate on such items to enable them to obtain sufficient remuneration to pay for extra work and expense involved Any other services should be charged for in proportion to their cost.

A close investigation of cost accounting by the banks, and the introduction of some workable cost system would, no doubt, do much to enable them to secure paying remuneration, as few managers would offer collection services for less than cost if they knew the actual facts.

Union's New Asst. G. M. With the Bank 26 Years

Union Bank has appointed R. H. Baird assistant general manager, a position he has held in an "acting" capacity since Aug. 1, 1923. Starting with the bank 26 years ago at Smiths Falls, he served in Montreal and Toronto a few years and then went to Winnipeg. He served in various places on the prairies until 1909 when he was named Alberta inspector and three years later superintendent of Alberta branches at head office. Later he was manager of the main office Winnipeg, until he took over his present duties.

COMMERCIAL CHANGES

Quite a number of further changes have taken place in Bank of Commerce staff as a result of recent additions to head office staff when three new assistant general managers were named.

Crawford Gordon, manager, Kingston, Jamaica, is to be assistant manager, Toronto headquarters. C. F. A. Gregory, Port Arthur, succeeds him.

Superintendency, Manitoba and Saskatchewan, is split into two offices. F. E. Kilvert, assistant superintendent at Winnipeg, will be superintendent of Manitoba; B. P. Alley, Winnipeg inspector, to be superintendent of Saskatchewan. W. G. Weatherston, inspector, Winnipeg, to be inspector of Saskatchewan. M. W. Morton, manager, Hastings and Hamilton branch, Vancouver, to be inspector and his assistant, R. B. Fowler, succeeds him. H. F. Liggins, assistant manager, Havana, to be manager; Fletcher Kerr, accountant, to be assistant manager; J. Somerville, assistant accountant, to be accountant.

SEPARATE ACTION OF PROGRESSIVES MEANS ELECTIONS

(Continued from page 1)

would now require revision to something above the billion mark.

Tangible evidence of the advantage to Canada of the recovery of sterling is seen in the rise of certain stocks which reflect the increased purchase of the related product by British buyers. Examples of this are the recent rises in the stocks of the Wm. Davies Co., and the B. C. Fishing Company. Canadian bacon and fish, as well as other products, can now be sold to better advantage on the British market.

Other factors as well reflect indications of gradual trade betterment. For the most part, the addresses of the heads of industrial and financial firms at their annual meetings are optimistic. One of these leaders struck a note which seems to sum up the views of the business public in stating that the agricultural returns of the West would begin definitely to stimulate the industrial East very soon, and that if we are so fortunate as to have a good crop this year, we will be able to look back on 1924 as a period of transition from depressed to expanding business.

BANQUE D'HOCHELAGA INSURES EMPLOYEES

Both Pension Fund and Insurance Are Maintained by Bank

From Our Own Correspondent.

MONTREAL.—To help him in his work, the insurance salesman will be interested in learning of the group insurance policy which La Banque d'Hochelaga carries on its employees. The annual premiums on this group policy are paid by the pension fund of the bank, and it will probably be of interest to detail the whole pension and insurance schemes conducted by them.

After three years of service every employee automatically becomes a member of the pension fund society, and in passing, it is interesting to note that the society is kept in existence, not by deductions from the individual clerk's payroll, but by annual payments from the profits of the bank. The fund, thus created, is administered by a board, composed of representatives appointed by the bank and by three representatives elected by the staff. The society has but two aims: first, to provide pensions for old employees and second, to pay the annual premiums on the group insurance policies. For insuring, the staff are divided into four groups; those who receive under $1,000 annually, those between $1,000 and $2,000, those between $2,000 and $3,000 and those who are in receipt of salaries in excess of these figures.

The insurance varies according to the years of service, and the group the beneficiary happens to be in. Those in the first group receive a maximum protection of $2,000 for ten years of service; those in the second category receive a maximum is $7,500 for twenty-five years of service; in the third group the maximum is $7,500 for twenty-five years service and those in the last group receive after thirty years of service insurance to the amount of $10,000.

This plan has been in operation for the past four years and has proved satisfactory, both to the bank and to the staff.

Staff Gossip

Lethbridge and Edmonton managers of the Bank of Nova Scotia will be transferred immediately. J. W. Berry, of Edmonton, will go to Lethbridge, and B. M. McLeod, who was manager at the Edmonton branch about ten years ago, but has been at Lethbridge since that time, will return to Edmonton. — The Herald, Calgary.

* * *

Roy Hunter, accountant, in the Forest branch of the Bank of Commerce, has been transferred to the Waterloo branch.—The Standard, Forest.

* * *

S. K. Campbell, manager of the Bank of Commerce, Prince Rupert, was elected a member of the council of the Board of Trade. — The News, Prince Rupert.

* * *

Fred Bundscho, of the Bank of Nova Scotia staff, has been transferred to St. Jacobs and K. H. Fox, of Colborne, is now a member of the local staff. — The Sun, Milverton.

DOMINION BANK

The Dominion Bank announces the following changes: F. M. Broddy, formerly acting manager at West Summerland, B.C., branch, has been appointed to a similar position at Victoria, B.C., and is succeeded at West Summerland by A. E. Morgan. C. Waite, formerly of the head office staff, has been appointed manager at Napanee, Ont., branch.

Fraser Companies, Limited
6% First Mortgage Bonds
Maturing January 1st, 1950

Backed by nearly half a century of success!

Fraser Companies, Limited, is one of the largest Canadian manufacturers of bleached and unbleached sulphite pulp, long lumber, railway ties, etc. The business has been continuously successful since 1877.

Since 1918, net earnings available for bond interest, depreciation, etc., have averaged almost $1,000,000 — or nearly five times yearly bond interest requirements.

Each $1,000 First Mortgage Bond is secured by assets valued at $4,447.

These bonds, therefore, are fully protected by a wide margin of assets and by a fully demonstrated earning capacity. They afford a favorable opportunity for sound, conservative investment.

Price 97.50 and interest, yielding 6.20%.

Write for fully descriptive circular.

Wood, Gundy & Company

36 King Street West,
Toronto.
Telephone: Main 4280.

NINETY-THIRD ANNUAL REPORT OF The Bank of Nova Scotia

CAPITAL PAID-UP - $10,000,000
RESERVE FUND - - $19,500,000

PROFIT AND LOSS

Balance Dec. 31st, 1923	$ 252,695 82
Net profits for year, losses by bad debts estimated and provided for	2,110,028 14
	$ 2,362,723 96
Dividends for year at 16%	$ 1,600,000 00
War Tax on circulation to December 31st, 1924	100,000 00
Contribution to Officers' Pension Fund	75,000 00
Written off Bank Premises Account	250,000 00
Balance carried forward December 31st, 1924	337,723 96
	$ 2,362,723 96

GENERAL STATEMENT AS AT DECEMBER 31st, 1924

LIABILITIES

Capital Stock paid in		$10,000,000 00	
Reserve Fund		19,500,000 00	
Balance of Profits, as per Profit and Loss Account		337,723 96	
Dividends declared and unpaid		402,472 00	
			$30,240,195 96
Notes of the Bank in circulation		14,143,160 16	
Deposits not bearing interest	$ 33,130,564 21		
Deposits bearing interest, including interest accrued to date	146,812,897 51	179,943,461 72	
		194,086,621 88	
Balances due to other Banks in Canada		3,322,000 39	
Balances due to Banks and Banking Correspondents in the United Kingdom and foreign countries		2,200,392 13	
Bills Payable		401,415 84	
			200,010,430 24
Letters of Credit outstanding			4,509,977 60
			$234,760,603 80

ASSETS

Current Coin	$ 9,467,089 31
Dominion Notes	21,416,576 25
Notes of other Banks	1,087,165 88
United States and other foreign currencies	2,312,324 58
Cheques on other Banks	13,397,691 28
Balances due by Banks and Banking Correspondents elsewhere than in Canada	2,213,549 00
	49,894,396 30
Deposit in the Central Gold Reserves	6,250,000 00
Dominion and Provincial Government securities, not exceeding market value	27,267,804 46
Canadian municipal securities and British, Foreign and Colonial public securities other than Canadian, not exceeding market value	10,832,815 53
Railway and other bonds, debentures and stocks, not exceeding market value	11,196,002 24
Call and short (not exceeding thirty days) loans in Canada on stocks, debentures and bonds and other securities of a sufficient marketable value to cover	13,309,795 92
Call and short (not exceeding thirty days) loans elsewhere than in Canada on stocks, debentures and bonds and other securities of a sufficient marketable value to cover	10,376,294 46
	129,127,108 91
Other current loans and discounts in Canada (less rebate of interest) after making full provision for all bad and doubtful debts	77,338,034 39
Other current loans and discounts elsewhere than in Canada (less rebate of interest) after making full provision for all bad and doubtful debts	14,508,428 83
Liabilities of customers under Letters of Credit, as per contra	4,509,977 60
Non-current loans, estimated loss provided for	608,134 71
Bank Premises at not more than cost, less amounts written off	7,823,089 34
Real Estate other than Bank Premises	90,521 71
Deposit with the Minister of Finance for the purposes of the circulation fund	489,529 57
Other assets not included in the foregoing	265,778 74
	$234,760,603 80

G. S. CAMPBELL, President. J. A. McLEOD, General Manager.

Auditors' Report to the Shareholders:

We have examined the above General Statement of Liabilities and Assets as at December 31st, 1924, and compared it with the books at the Chief Office and with the certified returns from the Branches. The Bank's investments and cash on hand at the Chief Office and at the Toronto and Montreal Branches were verified by us at the close of business on December 31st, 1924. We have obtained all the information and explanations that we have required, and in our opinion the transactions of the Bank which have come under our notice have been within the powers of the Bank.

We certify that in our opinon the above statement discloses the true condition of the Bank and is as shown by the books of the Bank.

D. McK. McCLELLAND, F.C.A.
of Price, Waterhouse & Co.
A. B. SHEPHERD, C.A.
of Peat, Marwick, Mitchell & Co.
} Auditors

Toronto, Canada, 20th January, 1925.

THE FINANCIAL POST

Member Audit Bureau of Circulations

President—JOHN BAYNE MACLEAN.
Vice-President—HORACE T. HUNTER.
Manager—GORDON RUTLEDGE
Editor—J. W. TYSON.

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THE FINANCIAL POST HAS THE LARGEST PAID CIRCULATION OF ANY CANADIAN FINANCIAL PAPER

TORONTO, JANUARY 30, 1925

FOOLING THE PUBLIC

DOMESTIC lighting rates are lower in Toronto than in Montreal, which is held up as proof of the great efficiency of public ownership of utilities. But Toronto citizens pay much of the difference in their water bills, tax bills and street car fares, for excess charges on power supplied to city departments and tax exemptions play their part in keeping down lighting charges in voters' homes.

One example will suffice to illustrate the workings of the public book-keeping system that is in vogue in Toronto. Toronto's publicly-owned street railways system is supplied with power at a rate stated to be $15 per h.p., plus .9 cents per kilowatt hour. In Montreal the street car system is charged with power for power at $25 per horsepower. To bring the two rates to a comparable basis the Toronto charge could be applied to the "load factor" of the Montreal system, thus establishing two rates based on the same method. The comparison indicates a net charge of $25 per horsepower for power in Montreal and $39.48 in Toronto. Yet Toronto buys power from the Ontario Hydro-Electric Commission at $24 per horse power. The profit is greater than the Toronto Hydro-Electric System could make on any private contract so favorable as to loads as a tramways load.

CENSUS SHOWS CANADIANS

THE new Canadian census report indicates the unfairness of charges that the Canadian census takers have refused to recognize persons of native born Canadian stock as Canadians. This misunderstanding arose in part from the fact that the answer "Canadian" is not accepted in reply to the census question on racial origin. It is pointed out that there is a clear distinction between nationality (or citizenship), birth place, and racial origin.

Every person of Canadian citizenship or nationality is recorded as a Canadian in the census. In addition, the birth place of every person is recorded, and in the case of Canadian born the province. This differentiates the Canadian born and the British born from the foreign born, but in the case of the Canadian born enables the movement of our native Canadian stock within the limits of Canada to be traced from time to time.

The birth place of the father and mother of each person is also recorded. This is for the purpose of distinguishing Canadian families of three or more generations residence in the country, thus instituting a further standard of "Canadianism."

In this respect the census reports are more Canadian than our laws regarding nationality. Citizens of Canada are British subjects resident in Canada and not Canadians.

ABILITY TO PAY

IF ADAM SMITH were to view the bundle of discriminations that makes up Canada's tax systems he would feel greatly distressed. Smith's first canon of taxation was that taxes should be based upon ability to pay. John Stuart Mill gave a somewhat different turn to the phrase by asserting that taxes should represent an equal sacrifice upon all members of the community. Most people feel that taxes should be equitably distributed over the population in such a way as to prevent undue discrimination between different classes in the community.

Taxes in Canada are not all fair, when viewed in this light. The income tax, for instance, produces less revenue than customs duties, but it is more important to the average tax payer than customs duties because he feels the income tax directly and pays the customs duties without noticing them. It is an example of a tax that is not equitably distributed.

Salaried people pay to the hilt. Their incomes are known, definite, reported amounts and there is no evasion. Farmers pay little or nothing because their incomes are more difficult to determine. Wealthy persons usually pay heavily, but can purchase tax exemption if they choose by buying tax-exempt bonds. Persons whose incomes are not fixed can evade much of the tax.

The situation is not as unfair as it was a few years ago. Slowly our income tax administration is reaching a stage of efficiency and thoroughness. All haste should be made to eliminate the remaining laxity of methods. Until that is done, the burden, which now rests heavily upon salaried persons, will not be evenly distributed and with some regard for ability to pay and equality of sacrifice.

THE DOORSTEP PEDDLERS

LOCAL storekeepers are complaining of what they consider the grossly unfair competition of house-to-house peddlers. One retailer asserts they are "killing his business." If it is found necessary to curb the activities of these itinerant traders, the public will not complain, says the Hamilton Spectator.

In some cases, no doubt, peddlers perform a convenient service in bringing their wares to the door of the purchaser; but, if put to the vote, it is probable that they would be regarded as more of an annoyance than a benefit. The continual ringing of the bell by persistent salesmen, case-hardened into ignoring refusals and impervious to appeals or argument, is a positive nuisance in many districts. The way some of these imperturbable gentry go about their business is, indeed, a scandal which ought to be stopped by municipal authorities. The busy housewife has not time to spare listening to the exaggerated praises of something she doesn't want to buy and should be given greater protection from such importunity and intrusion.

The merchants who are called upon to pay rent and taxes, and are conveniently situated for the use of customers, have a legitimate cause of complaint against these peddlers who use methods which are not open to the more considerate class of traders, says Canadian Grocer. By playing on the sympathies or by assuming a threatening attitude, these walking tradesmen succeed in pushing sales to the detriment of the more orthodox dealers. It is a condition which demands the earnest attention of the powers that be.

A CANADA FORWARD POLICY

UNDER the above title The Edmonton Journal has published a series of editorials dealing with our national problems, calling for broad-visioned and courageous leadership to cement together the various factions within the country and execute a united movement in dealing with the questions of the day. The articles are well written and display a wide knowledge of prevailing conditions throughout Canada. Their stated purpose is one which should meet with nothing but commendation.

The success of agriculture is made to occupy first importance in the problems which must be solved. Immigration is offered as the practical method of increasing population and reducing the per capita burden of national taxation if farming can be made to show profitable returns. If these questions are regarded as more important than the success of manufacturing it is hardly a matter for surprise. However, we read in a later article that:

> While agriculture is now and must be for long Canada's basic industry, we cannot build up and retain a large population through encouragement of agriculture alone. If we are to keep within our borders even the children of our farm homes, not to mention those of our towns and cities, we must provide a variety of occupational interest, opportunity and employment.

This friendly gesture toward manufacturing does not go so far as a broad endorsation of protection but it is conceded that there are industries regarding which Canada has, subject to the limitation of her present population, approximately the same advantage as other countries and for such industries it is recognized that there may be need for protection to be reduced as the population increases.

Altogether the Journal's articles leave the impression of a real effort to discuss national questions in a broad way. However, it is only to be expected that a local paper must consider first the interests of its particular constituency.

EDITORIAL NOTES

WESTERN Canada's problem obviously is not to find land for its people but to find people for its land, says the Regina Leader. There are millions of acres still awaiting the hand of man to turn the sod.

• • •

IN THE United States in 1924 1,100,000 h.p. was added to capacity of the hydro-electric plants of the country. In Canada, in the same year projects were undertaken that added 660,000 h.p. to the country's developed water power. This is not a bad record of progress for a Canada with one-fifteenth the population of the United States.

Canada Wants Settlers But Should Bar the Undesirables

The Best Prospects for the Next Few Years Are in Great Britain —Europe Would Send Many, But Those Suitable Are in Limited Number

From Our Own Correspondent

REGINA.—Major John Barnett, chairman of the soldiers' settlement board and superintendent of the land settlement branch of the Department of Immigration and Colonization, endorsed the position of THE FINANCIAL POST on immigration in an exceedingly able review on Immigration and Land Settlement before a large number of Regina citizens under the auspices of the Regina Board of Trade, and the Regina Canadian Club. He said that many good settlers could be secured from European countries, even though the most important field for immigration is the British Isles. He is confident that very good results will follow the new land settlement policy agreed upon by the British government and the Federal minister of immigration and colonization acting for the Dominion government. Major Barnett told how a number of years ago approximately $45,000,000 had been appropriated by the British government for the purpose of assisting immigration to the Dominion. In three years only £800,000, or less than $4,000,000 had been expended. Under the new plan, as adopted last fall it is expected that about $4,500,000 will be advanced annually.

The Canadian government has undertaken to find 2,500 farms with farm buildings already erected, and the British government has undertaken to advance the amounts necessary to partially equip farms for 3,000 settlers annually in the whole of the Dominion, 500 farms to be obtained by purchase if sufficient savings can be made from the equipping of the other 2,500. As it stipulated that the farms purchased should be obtained in the Maritime Provinces, and much smaller amounts will be required to equip farms there than in Western Canada and the central provinces, Major Barnett is confident that the plan can be carried out. Only 1,200 farms will be taken over the first year, and the manner in which the applications are pouring in indicate that within a short time the full number of applicants will be selected.

Keeping

Major Barnett stated that the land settlement branch have been frequently criticised by two different schools of critics, one complaining that too many immigrants are being brought over and the other that there are not nearly enough. He declared that the great difficulty to-day is to prevent the wrong kind of settler coming to Canada, and that since the war there has been a material alteration in land settlement. It is not possible to secure as good a type from Europe unless a close selective process is carried out as before the war. Nearly all of Europe has suffered under the dole system. In Great Britain more than a million and a quarter are receiving this dole, and practically all of Europe has been forced to follow the same policy. In addition, a peculiar political view which passes under the term of Bolshevism has spread over the greater part of Europe, and it is questionable whether settlers professing this new doctrine can fit into the life of Canada and make good settlers.

There are many European countries that would gladly give millions of their people, with their passages paid, to any country that would accept them, but they are anxious to send out the people that Canada does not want to admit. In addition, our open free homestead land is practically gone. Our great transcontinental railroads are built. Our cities are built even if additions will continue to be made to them, and it is no longer quite as easy for a man to build up a home for himself as it was a few years ago, although any man of good physique, and with sound intention, who is industrious and intelligent, can still repeat the success of the settlers of past years.

Unless we are willing to pay the price in a lowered standard of living and citizenship, selective immigration, which also means regulated immigration, is absolutely essential.

"Our immigration work very largely resolves itself into selection work and the qualities involved, occupational, financial, physical, moral —all that relates to the character of immigration give rise to difficulties —can hardly be over-estimated. Naturally, the people that we are most anxious to get are the very people that the European countries are most anxious to retain. They are continually trying to pass along to us the type that we do not want, and to keep at home the settlers that we believe would make good in Canada.

Great Britain's Problem

"I find in many countries a feeling that any assisted settlement scheme is all wrong," said Major Barnett. "We must remember that the war has dislocated entirely the immigration movement. The conditions in the British Isles as well as in Europe is very close to what it was at the close of the Napoleonic war over one hundred years ago. The great problem in Great Britain to-day is how to transfer the surplus population, both for their own welfare and that of the rest of the community. Those have not read their histories who look on assisted settlement as a new thing in Canada. Nearly 100 years ago, in Ontario, Lieutenant-Governor Colborne inaugurated a settlement system where ten acres of land were cleared, a house erected, and one year's supply of food supplied to new settlers. The scheme was in operation for four years, beginning in 1829, continuing in 1930-31-32-33. In the summer of 1834 the sum of 400,000 guineas had been banked in Ontario by British settlers who had come over with their own means, and it was no longer necessary to continue the assisted settlement scheme, as it had accomplished its work. It had set the wheels moving, and for many years after the momentum was sufficient to exercise a very important part in building up the province of Ontario and the Dominion of Canada.

"The great complaint we hear today in the Old Land is that there is little information available as to Old Country settlers who have made good since the war. They tell us that they know very well that settlers who came 20 years ago have made money, but ask us if they can tell us of anyone that has come to the country since the war and made money, and they quote from our own papers and our own public speakers to try and prove the contrary. We know that many in recent years have made good, and we must build up, if we can, reliable information from the actual experiences of recent settlers, and try and establish communities of British people that are happy and contented and reasonably successful. If we can demonstrate the possibility of this, the immigration problem will no longer be a serious one for Canada.

"There is plenty of land available at moderate prices and easy terms. We anticipate starting all the settlers with a moderate amount of livestock and equipment, as there is no intention to fully equip any of these settlers. We have the pick of the soldiers' settlement land that is on our hands, either undisposed or reverted, which can be utilized. The Dominion undertakes to share the loss and administer the business until these new settlers are on their feet, and the British government agrees to put up the money, and if this initial experiment, for it is an experiment, is successful, the British government expresses its willingness to continue further this same policy, which would have a far-reaching effect on the colonization of our country.'

"The settlers coming over under this scheme are expected to have at least £25, or $125, on landing. While it is desirable that these men should be experienced in farming, we are realizing that farming experience is not an absolute essential, as our own experience with the Soldiers' Settlement Board has abundantly settled that other qualities are absolutely essential and sometimes more useful to them as the knowledge of agricultural methods in the Old Country. For instance, an agricultural laborer in the Old Country might have no experience in driving a team of horses, as his only experience with horses might have been in leading a single horse, which experience would not be of much value to him here. The unionization of farm labor in the Old Country is also another factor that enters into the situation. The type that we are most anxious to secure is the man who possesses a willingness to work, and is of the self-reliant character that in this country we call a 'rustler.'

Only Families Encouraged

"Under this new scheme only families can come in. We have sent over six experienced men, with Captain Johnson of Regina as chairman, who are checking up the work of the immigration agents and investigating those who have applied, as it is necessary not only to have the right type of man, but also the right type of family."

Major Barnett then spoke of a radical departure by his department in immigration literature, a departure by the way in which Saskatchewan literature led the other provinces, as well as the Dominion, in a booklet published for distribution at the British Empire Exhibition at Wembley. Instead of showing the most attractive type of farm buildings in Canada, the poorest set of buildings are used as illustrations. No representations are made that a man could become suddenly wealthy in Canada at the present time, and, while some men are making a great deal of money in a short time, these are given as the exceptional cases. On the other hand, it was pointed out that some had met with disaster and failure, and that these also were exceptional cases, and that the average emigrant with average luck, who would work hard and save, could establish a home for himself, and should be able to pay for it within twenty-five years.

"In Europe the statistics show that it takes over fifty years to pay for a farm; that it takes thirty-five years to pay for a farm in the United States," said Major Barnett, "and while we believe that it is possible in many cases to pay for a farm in much less time than that in Canada, we have endeavored throughout to paint rather a drab picture rather than lay on the colors so thick that false impressions might be given to immigrants. Instead of this frank dealing, discouraging prospective immigrants, no efforts that we have put out have met with such a large response in the same length of time, and we have already over 1,200 applications, and a large proportion are practically selected for the first year.

"We believe that this will be the forerunner of much heavier immigration and that as in the experience of Ontario, nearly 100 years ago, it will only be necessary to set the wheels moving and private initiative will follow the action of the governments of Great Britain and Canada. One precaution that we have taken is that no man brought over to this side is to sign an agreement for the purchasing of his land until he has been at least six months on the land, so that he may find out if it suits him, and we may find out if he is a suitable settler.

"We are not closing the door to European countries. We are getting many splendid types of settlers from the continent. but we do not want to bring into this country the shiftless, penniless, mentally or physically unfit, or the type that is not wanted in his own country and would come to this country to upset and not support our institutions. Within limits the work of our department is the work of selection rather than of solicitation."

Personal

PETER ANTHONY PRINCE, who died recently in Calgary, founded Eau Claire Lumber Co. in 1886 and conducted it continuously until about a year ago. He built the first electric light plant in that city. The service was not very satisfactory so Mr. Prince approached the city with a proposition. He undertook to build the plant as a private investment and also instal a street lighting system, and was granted a five-year contract. Some time later, it was decided to form a company, and so the Calgary Water Power Co. was born and Mr. Prince appointed vice-president. He held this post up until the time of his death.

In addition to these businesses, he was president of the Louis Petrie Co., and also had an interest in the John Irwin Co., grocers. He was also interested in the Calgary Iron Works.

PIG IRON, 11 MONTHS OUTPUT

The production of pig iron in Canada during the eleven months ended November, 1924, was 570,480 tons.

Why Boys Leave the Farm

Contributed by a Farmer's Son, OLIVER REID, Frankford, Ont.

From time to time I have seen in the press articles on why the young people leave the farm. The theory has been advanced that it is lack of social gatherings, amusements, lack of sufficient spending money and sports, and that the long hours of work and drudgery that has driven the young people from the farm; but this is absolutely false.

I have lived in this farming community all my life. I am still a boy and I know what is the cause of the boys and girls leaving the farm. I have talked to many of the boys who have gone to town from here. Those who come back, when asked why they left the farm, never give the reasons that have so often been voiced by the press, although there are exceptions in all cases—and I believe that the majority of young people who leave the farm, leave for the same reasons that the boys of this community have.

I have had the privilege of a high school education, and I believe that if the farmers would give their boys and girls an education with the view of coming back on the farm, it would help a lot. But it is either one of two ways, they either tell them an education is no good for a farmer or they say, go to school, get an education and make an easier living than your dad. They preach continually that there is an easier living than farming.

While I was attending high school my father always advanced the theory that farming was the best occupation, and when I got through I came back to the farm—and I am here to stay—although all my friends called me a fool and told me that farming was no life for a person. How, then, with all this trash being preached into the heads of the boys and girls by farmers and farmers' wives, can you expect the boys and girls to stay on the farm? I say it is the farmers themselves that are to blame in the majority of cases.

There is another reason why the boys and girls leave, and the farmers are also to blame in this case. We have some farmers, far too many, who are too lazy to live. They are always behind with their work, only half-work their land, have poor crops, etc., and if the boys have any ambition at all they soon get sick of the way things are being run, get discouraged with farming, kick up their heels at the farm and get out.

I have seen this very thing work out, and once, while talking with one of the boys from such a farm, a real bright, ambitious young fellow, he said to me: "There is nothing to be gotten in farming, is there?"

I said, "Why, Jack, sure and there is."

"Well," he said, "you do not make a certain sum," which he named, which would be a city laborer's wages for a year.

"Yes," I said, "we make more." I gave an estimate of the returns from our farm for a year and he would hardly believe it.

"Well," he said, "if I were you I would stick to it."

This same young fellow tried the city and got sick of it and came back to the farm, but he never came home, and I do not blame him, for the way things are run would discourage any boy from farming.

I know of farmers' wives in this community who have instilled into their daughters' minds the idea that a farmer's wife's life is a drudgery, and have warned them never to marry a farmer. How, then, under these circumstances, can you expect the young people to stick with the farm?

Farmers, if you want your sons and daughters to stay with the farm, educate them, but always keep the farm ahead as their goal. Brains and education are as essential to a farmer as to a lawyer and more so than to a factory worker. Preach the doctrine of farming, as it is the greatest and best occupation of the world to-day.

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Investors' Inquiries

Questions of general interest submitted by subscribers of The Financial Post will be answered in this column, in which case only initials will be used. Other inquiries will be answered by mail. A three-cent stamp should be enclosed to cover a direct reply.

VICKERS MINE

J. M., Toronto.—What is your opinion of Vickers Gold Mines?

Vickers Gold Mine is a property fairly well located in the Porcupine gold area, but is to be regarded as a prospect only because very little work has been done in an effort to prove or disprove this property.

PORCUPINE GRANDE

M. H., Toronto.—Would like your opinion of Porcupine Grande.

Porcupine Grande is now in the hands of the Coniagas Silver Mining Company, of Cobalt, who are conducting a diamond drilling campaign on the property. Previous diamond drilling on this property is said to have met with very favorable results.

EVERETT

A. E., Ottawa.—I should be obliged if you could kindly comment on the prospects of the Everett Mines in Gowganda. I see it is quoted at 6. Is it near Everett Lake?

There are indications that nothing will be done on Everett until spring. The proposal is to raise some new funds and carry out quite a diamond drilling campaign on the property. The claims are well located, but are only a prospect.

CONSOLIDATED AMERICAN OIL

J. L. B., California.—Would like some information regarding the Consolidated American Oil Co.

Consolidated American Oil is a proposition with a capitalization around $25,000,000, which has been organized to absorb a number of small oil companies which were having a hard time to get along. We have never looked with favor upon the proposition, and seriously objected to their methods of operation and salesmanship.

RUGGLES MOTOR

Banker, Manitoba.—We would be glad if you would give us your opinion of the stock of the Ruggles Motor Truck Co. A client of ours holds 10 shares of common stock and two preference shares and has apparently held them since 1921 but has never received interest.

We understand that the Ruggles Motor Truck Company was sold out about a year ago by the liquidator. It passed into the hands of a Toronto concern. We understand that the shares are worthless.

ST. THOMAS PACKING

Subscriber, St. Catharines. — I have been offered some shares of the capital stock of the St. Thomas Packing Co., in part payment of a debt. I have never heard of the concern and know nothing of the value of this stock. Will you kindly advise me what you think of the stock?

St. Thomas Packing Co. made an assignment early in 1924 to the London and Western Trust Co. It is understood that at present the ice end of the business is being conducted under the supervision and control of the Trust Co. Efforts have been made to take over the assets, but so far nothing has been achieved.

FAMOUS PLAYERS

E. B., Saskatchewan.—I should like your opinion on Famous Players Canadian Corporation 8 per cent. preferred as a speculative investment. Of course, it is not a very old established affair, but it appears to have some good men on the directorate such as Sir Herbert Holt, Sir W. Wiseman, etc. When does their annual statement come out?

In classifying Famous Players Canadian Corporation 8 per cent. preferred as a speculative investment, you are putting it in its proper place. Nevertheless, it is a fair speculative investment, and undoubtedly is strengthened by having on its board of directors such men as Sir Herbert Holt and other business leaders. The annual statement is published in the fall, as the year ends on August 31.

PREMIER GOLD

Banker, Sault Ste. Marie.—Could you please supply me with any information regarding the Premier Gold Mines? I find it very hard to obtain any details concerning this property. It appears to me that a mine paying such fabulous dividends should be enjoying a higher price on the market. This would indicate that there is a weakness somewhere.

In our issue of the 23rd, you will find in the Mining Section a pretty fair review of the Premier Gold Mines. The likely explanation of the low price of Premier in face of the dividend paid is that, until very recently, the stock had not been listed and, as a result, the interest in it and the market for it is not very wide. The stock is held quite closely in British Columbia and New York and in large blocks, and very little of it is available for public trading.

OLD MINING CONCERNS

J. E., Prince Edward Island.—I hold some Bullion Mining stock of Rat Portage, Montreal Gold Fields, the Coxey Mine, owned by this company adjoins the Grant Mine which was bonded to an English company some years ago but I never heard what the results were. The Slocan Sovereign Mining Co., also the Dufferin Gold Mining Co., in Nova Scotia.

We have searched through our records on mining companies in an effort to see if either of the companies about which you have asked are alive to-day, but can get nothing to lead to that belief. The most promising one, of course, was the Bullion Mining Co., of Kenora, which was formerly Rat Portage, Ont., and on which considerable work was done. There is a revived interest in that section and it is just possible that in some years to come properties up there will become quite valuable. We cannot find any record of the other proposition which you mention.

COMERCIAL FINANCE

J. B., Ontario.—Have you any information regarding Commercial Finance? About the best offer being made at present is 64. A client of mine has ten thousand dollars in this and wonders if advisable to turn over half into something else.

Officials of the Commercial Finance Corporation estimate the profits for 1924 will be about the same as they were for 1923, and the income, after deducting expenses, amounted to $104,931. This was further reduced by the deduction of $46,869 for reserve and other miscellaneous items. During the year the company has branched out, opening departments for general instalment and manufacturers' articles, such as printing machinery, laundry machinery, bakers' machinery, etc. Incidentally, they opened a branch office in Buffalo, under the name of the Globe Discount Corporation, for the purpose of buying automobile equipment.

CHEMICAL PRODUCTS

A. J., St. Catharines.—Could you give me any information about Chemical Products Co.? I have five shares. Some months ago they were to go into liquidation. What has happened at the meeting for this purpose? The directors of this company do not believe in giving any information to shareholders, it seems, except they want money. This issue paid dividends as long as the stock was being sold to the public.

Chemical Products, Limited, is now in liquidation, with C. H. Collins, who was vice-president of the company, acting as liquidator. We were unable to get in touch with Mr. Collins but got in touch with some others associated with the company, and they state that Mr. Collins is now busily engaged in realizing on the assets of the company. They stated that sufficient progress has been made to indicate that the creditors will all be taken care of, but nothing could be said yet in regard to the possibility of anything being left for the shareholders.

BANKERS' DISCOUNT

J. W., New Brunswick.—Will you kindly advise such information as you may have in reference to Bankers' Discount Corporation?

Bankers' Discount Corporation is now offering 8 per cent. preferred shares of a par value of $50 each at $60 per share. A bonus of one-third share of common is being given with each share of preferred.

The company has been in operation about 18 or 20 months now and in that period has been able to earn its preferred dividend with some margin to spare, according to information supplied to us by officials of the company. A preliminary dividend was paid on the common stock last summer but this amounted to only 50 cents a share and no definite dividend basis has been established for the common.

The company has been financing building loans in the city of Montreal and has restricted its loans to central properties. There is undoubtedly a field for such a company as this in Montreal and similar companies have been quite successful.

DOMINION LOOSE LEAF

J. H., Toronto.—Would you please inform me as to the financial status of the Dominion Loose Leaf Co., Ottawa, and when they are likely to resume the payment of dividends?

Business with Dominion Loose Leaf Company, Ottawa, has improved somewhat, but not in sufficient proportion to allow for the resumption of dividends. The statement for the half-year of 1924 showed business to have been quite a little bit better than 1923. We understand that, while the business is not on the basis it formerly was, it is now much better than it has been for the last two or three years, and any fair increase in the business would allow for an immediate resumption of dividends, which are now from one and a half to one and three-quarter years in arrears. We have been assured by the president of the company that they are not only holding up their end, but that in the rather depressed conditions which have existed, they have been getting a little bit more than their share, as compared with their competitors. There is about $117,000 worth of this stock in the hands of the public, and assets show that there is a value of $220 per share behind the stock.

INTERNATIONAL PAPER

Banker, Montreal.—I would thank you if you would kindly let me know your opinion as to the value and possibilities of International Paper Company. This stock is quoted at $60 on New York market and we understand that they have acquired control of Riordon Pulp and Paper Mills assets.

International Paper common stock has had a substantial rise on the New York Exchange since early in 1924, and this rise seems to have been justified by the strengthening position of the corporation. The possibility of lower prices for newsprint is an element for consideration in discussing the future of the stock, but International Paper has such a large production of other kinds of paper for which the demand seems certain to improve and has such an important asset in its water power which it is developing for general industrial purposes that the price tendencies in any one branch of paper are not a final and determining influence in affecting the market price of the stock.

International has not yet definitely taken over the Riordon Pulp and Paper Mills assets, but negotiations to this end are in progress and it is confidently anticipated that they will come to such a conclusion.

NOYES MINE BONDS

Subscriber, Toronto.—Will you kindly give me any information you are able regarding the first mortgage bonds issue of the Noyes Mine at Madoc, and sold by the Cowan Securities of Peterborough? My mother bought a $500 bond not knowing anything about the issue, and I do not think it can be a very sound security.

Noyes Mine bonds were sold by Cowain Securities Corp., Peterboro. Bond and Mortgage Securities took over that concern, which is handled by the same man, W. R. Cowain. From Mr. Cowain we got the information that he had contracted for the sale of $50,000 worth of those bonds, but the company had reserved the right to cancel the same at any time, with the result that the sales was withdrawn when $14,000 had been placed. It is understood that there is a move on hand now whereby the company will either sell their properties outright or will issue a portion of preferred stock, so that Mr. Cowain states the outstanding bonds will be called at once, as they have that right beginning in 1925. In regard to the position of the company, Mr. Cowain considers the investment was a good one, as the company owns 300 acres of property, as well as building plant, machinery, and a four-mile hydro transmission line, which could not be replaced all told for less than $70,000. However, there is another way of looking at that; the replacement value is hardly the value to consider it at but rather its market value, providing the property was proved worthless as a mining proposition.

G. L. MILLER REALTY BONDS

Astra, London.—I will appreciate any information you can give me through your valuable columns relative to the activities of G. L. Miller & Co., New York and Buffalo. I have been approached to buy their first mortgage real estate bonds but before doing so, would be glad of any information that you could give me. Do you know what policy they have to re-purchase their securities should a buyer decide at any time to dispose of his holdings?

The bonds which G. L. Miller & Co., are selling are in all cases on property in the United States, mostly in the southern states. Being so far removed, we are not in a position to gather first-hand information on them which we could pass on to you. We took the matter of Miller & Co. up with the Better Business Bureau, of New York City, and, while they had no direct information, they made the point that the leading New York papers were accepting their advertising and using articles which Mr. Miller had written for them. This sort of confirms the opinion we had of the concern—that they are fairly substantial and reliable. Marketability is a factor which must be considered in the purchase of all securities and this is just one of the dangers in purchasing bonds so far removed from the personal touch.

MUNICIPAL BANKERS BONDS

Subscriber, Kemptville. — I would like your advice on Municipal Bankers 6 per cent. bonds. Would you advise selling Victory bonds and buying them? How do they compare in regard to safety with C.P.R. 4½% secured notes? Also with the common stock of C.P.R. and Bell Telephone?

Municipal Bankers bonds are well regarded as an investment. The company is well organized and backed by some good men. The plan is to use the money secured from the sale of the bonds for mortgage investment. We believe the business is being conducted on a sound basis, and that it is the intention to maintain the market value of the securities for which there should be a sale so long as the company's affairs continue in a healthy condition.

We would not advise selling Victory bonds to buy the bonds of Municipal Bankers unless the investor is in a position to sacrifice something in the way of security to secure improved income. If the investor has a substantial investment in government and other bonds there would, of course, be an advantage in putting some portion of his funds in these bonds to increase his yield. Compared with the other securities you mention we would rank these bonds as coming below the C. P. R. 4½ per cent. secured notes, but above C. P. R. or Bell Telephone stocks. We place the Municipal Bankers bonds ahead of C. P. R. and Bell Telephone common stocks largely because the latter fluctuate in price, their value being governed by the earnings of the companies and these in turn reflect the rise and fall of business conditions.

THE BETTER MINING STOCKS

Reader, Moncton. — I am holding a number of mining stocks which do not show much prospect of developing into mines in the near future. These include Capitol, Matachewan, Rouyn, Goldale, and a couple of others. I would like, however, to buy a few shares of some producing and dividend-paying property like McIntyre, Hollinger, Lake Shore, Keeley, Vipond, Nipissing or some other property which you could suggest as paying a good rate of interest and liable to be a producer for some length of time. Would like to know what you think of these.

When you propose to buy such stocks as McIntyre, Hollinger, Lake-Shore, Keeley, Vipond and Nipissing, you are getting your mining speculations on a pretty sound basis. Of those that you list, Vipond is the only one not paying dividends. McIntyre is paying 20 per cent. on a $5 par value, with the stock selling around $17. Hollinger is paying 65c. a share on a par value of $5, present value around $15. Lake Shore paid, in 1924, 20 per cent. and is selling around $4.80 for a share of $1 par value. Keeley has been paying 24 per cent., par value $1, selling around $2.20. Vipond, par value $1, is selling around $1.38. Nipissing, par value $5, paying 18 per cent., is selling around $6.50. Hollinger is pretty high, the market having risen recently to discount a material increase in the dividend, which is expected at the annual meeting some time in March. Lake Shore is high, discounting the time when the stock is expected to be on a 50 per cent. dividend basis. Keeley is a silver mine, which is believed to be at the pinnacle of its position at present. Nipissing is one of the old Cobalt producers that has paid back to its shareholders about $25,000,000 in dividends. It has seen its best days. Of the rest, I like McIntyre and Vipond. McIntyre looks to have a wonderful future to it. During the course of the next year or so they will likely increase the tonnage of their mill from 1,000 tons daily to three or four thousand tons. Besides, they have a large 3,000 acre proposition in Rouen, Quebec, which may work out to be a wonderful thing. Vipond has developed into a wonderfully rich mine and any day an announcement is expected that the mill will be increased to 500 tons daily.

MARCONI WIRELESS

Banker, Manitoba.—We have received an inquiry from a customer regarding the Marconi Wireless Telegraph Co. of Canada, and will be obliged for your information on the present market price of this stock, and the value of a certificate of rights covering subscription for shares of the new issue of capital stock.

The present market price of Marconi shares in Canada in slightly over $1.00 per share. The rights to subscribe for new stock, therefore, has some small value, though it is so small that it is doubtful if the rights themselves will be traded in to any degree. The company has not been pushing the sale of this stock to shareholders and in fact it is doubtful if a large number of shareholders will take advantage of the offer. The original arrangement provided for the entire subscription of $1,200,000 of stock being taken up by the British company at par. Subsequently the directors of the Canadian company felt that the Canadian shareholders should be given an equal opportunity to subscribe for stock if they so desired and this arrangement was made. Any stock that is not taken up will be sold to the British company.

Prospects for the Marconi Wireless are much improved as a result of a recent re-organization which provided for the investment of upwards of a million dollars of new capital in the company. While shareholders were asked to accept a reduction in the par value of their shares, this was purely a paper change and the net result has been to improve the position of the shares by improving the prospects.

When the company has completed its new wireless stations it should be in a position to earn satisfactory profits from this branch of the business. In the past the profits that have been earned on the manufacture of radio equipment have been more than dissipated through losses on the operation of the wireless telegraph service, the latter having been unable to give the service demanded. Investment of new capital now makes it possible to arrange for an efficient and economical service in the transmission of messages.

Should the company further succeed in negotiations with the British post office in regard to the establishment of an Imperial wireless chain of stations, their stock would be improved in position, but it is doubtful if there will be any substantial improvement above the present quoted prices until some decision has been arrived at in this matter.

Try to Inveigle Canadians Into Purchase of Ford Share Units

G. M., Port Arthur.—I enclose herewith a circular with reference to American units in connection with the Ford Motor Co. of Canada, and would appreciate your opinion in regard to this as a personal investment and also any knowledge in your possession with regard to the distributors.

The above is one of four similar inquiries to reach THE FINANCIAL POST this week. They come from widely separated centres, St. Catharines, Owen Sound and Port Arthur.

The effort to sell units of Ford of Canada shares in the Dominion has been going on for some considerable time. This firm of Hoshor, Montanye & Co., who are seemingly flooding the country with circulars, seems to be a new one at the old game. It may be that they will purchase the share of Ford stock and deposit it with a responsible trust concern. Even so it is a wild gamble with only the promoter having a chance to win.

Ford of Canada shares, par value $100, are selling around $490 to $500. This is the share which they propose to split and sell to you at $6.50 a unit, there being 100 units in each share. This means that you are paying at the rate of $650 for a share which can be bought on the market for $500. The promoters will pocket the $150. At such a price the market value of Ford of Canada stocks is raised to $45,500,000, while the total assets of the company are but $32,000,000. This is only two-thirds of the valuation which the unit system places on the market for the stock. For the past two years Ford of Canada has paid 10 per cent. to its shareholders, or at the rate of $10.00 per share, which means that the holders of each 100 units representing one share would divide $10.00 yearly, or 10c. for each unit. This works out at 1½ per cent. on the money invested.

We note that some wild statements are being made as to the possibility of one unit reaching a possible price of something like $15,000. The days of profits that would justify any such added increment in the value of stock in the automobile industry are past. From now on it is a question of massed low cost production with profits shaved to the lowest possible point. You can see that the Ford people realize this when they are husbanding their cash and paying shareholders but 10 per cent. during the last two years, which have been on the whole fairly satisfactory years. The auto industry is to-day in the air. Everything points to a price war. The general feeling is that auto shares will be worth considerably less before they are worth more than the present price.

1.

THE BELL TELEPHONE COMPANY OF CANADA

The Bell Telephone Company of Canada

First Mortgage 5% Bonds

Dated March 1st, 1925. Due March 1st, 1955.

The telephone service covering 831,837 square miles of the centre of population of Canada, including the cities of Montreal and Toronto, is your security when investing in The Bell Telephone Company of Canada First Mortgage Bonds. The safety of the investment may be measured by the indispensability of that service.

We are receiving applications for Bonds of the new issue of $25,000,000, secured by First Mortgage on property valued at over $88,400,000.

Price: 98 and interest, yielding about 5.13%

Payment in U.S. Funds.

We advise you to order immediately.

Royal Securities Corporation
Limited
164 St. James Street, Montreal

Toronto Halifax St. John Winnipeg Vancouver

McDougall & Cowans

Members of the Montreal Stock Exchange

130 St. James Street

STOCK BROKERS

HALIFAX ST. JOHN, N.B. QUEBEC
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MONTREAL

Direct Private Wire to all Branches and New York

A Monthly Guide
—For You

The February issue of our booklet "Investment Securities" contains an extensive and diversified list of sound investments, carefully selected from the bond markets of the world, and yielding as high as 7.73%.

This booklet, which is issued monthly, also contains interesting information, and will serve as a valuable guide when purchasing securities.

Upon request we will forward a copy to you each month. Write our nearest office.

The National City Company
Limited
Head Office—112 St. James Street—Montreal
10 King Street East TORONTO
204 Union Bank Building OTTAWA
71 St. Peter Street QUEBEC

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We specialize in the above securities.
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The selection of bonds
is a part of the service we render investors. Our selections include those securities that will ensure for our customers the utmost return with undoubted safety of principal and easy marketability.

We will gladly render this service for you.

Municipal Bankers Corporation
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BONDS & LISTED STOCKS
BOUGHT — SOLD — QUOTED
Bond Department Phone Elgin 1600.
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These bonds having been sold, this advertisement appears as a matter of record only.

New Issue

$1,525,000
Laurentide Power Company
LIMITED
General Mortgage 5½% Sinking Fund Gold Bonds, Series A

DATED FEBRUARY 1st, 1925
DUE JANUARY 1st, 1946

Principal and semi-annual interest (January 1st and July 1st), payable at the holder's option at the Bank of Montreal, Montreal, Toronto, Ottawa or Quebec. The first coupon will mature July 1st, 1925, and will be for the five months' period from February 1st. Coupon Bonds in denominations of $500 and $1,000, registerable as to principal. Redeemable as a whole (or in part for sinking fund purposes) at the option of the Company on any interest date on three months' previous notice, at 101 and accrued interest.

Price: 99 and accrued interest to yield about 5.60%

Complete prospectus and full particulars on request.

HANSON BROS.
FOUNDED 1883
Toronto Montreal Ottawa

ALDRED & CO.
LIMITED
Montreal New York London, Eng.

The statements contained in this advertisement are not guaranteed, but are based upon information we believe to be reliable and on which we acted in purchasing these securities.

News and Views of Bond Market

BELL TELEPHONE ISSUE CAUSE OF QUITE A SCRAMBLE

Major Portion of Offering Made in U.S. and Other Countries

The wildest scramble for bonds ever witnessed on the Canadian bond market followed the offering this week of the $25,000,000 Bell Telephone issue. Only ten million of the issue was made available for Canadian investors and this had to be allotted to numerous investment houses, few getting enough to satisfy the demands of their clients. The issue could easily have been oversubscribed several times had orders been accepted as they came in from all over Canada.

The failure of investment houses to obtain as many bonds as they desired caused unfavorable comment on the placing of $15,000,000 of the issue in the United States. The feeling was expressed that the company should have taken advantage of the strong Canadian market to float the entire issue in Canada, in view of the strong position of the company in Canada and favorable advertising campaigns that have been successfully carried on.

It may be of interest for investors to know that this policy was carefully considered by the directors, but after thorough analysis of the situation it was decided to ignore the strong temptation to do home financing entirely. It was felt that Bell Telephone would be requiring so much additional capital in future years that steps should be taken to maintain British, European and United States interest in the company by issuing bonds in those markets, a portion of the United States allotment being sold abroad in individual orders. This would insure continuous supplies of new capital for the company in future years, when the Canadian demand for bonds may not be as keen as it is to-day in the present saturated money market.

Moreover, it was felt that Canada needed all the 5 per cent. investment money it could get from other countries and that from the standpoint of national economy the issue should be sold largely abroad.

While the British Columbia issue of $4,000,000 had not been disposed of at time of writing, it is understood that the issue will be payable both in Canada and New York and that there will be an alternative bid of $4,000,000 at 4½ per cent. for three years, or at 5 per cent. payable in 25 years. Three millions of the total are for refunding purposes and the balance is new capital.

Further financing is expected by the Canadian National Railways in the near future. The total will probably be in the neighborhood of $35,000,000, most of which will be for refunding purposes. It is expected that the issue will be 15 year bonds paying 5 per cent.

A great deal of provincial financing is to be carried out this year, mostly refunding. Alberta and Saskatchewan are expected to be in the market soon.

National City Co. and Bank of Montreal were awarded the $830,000 bond issue of the City of Quebec. The bonds are 5 per cent., 30 year, straight term and the bid was 100.19.

Bell Telephone's Issue Sold in Two Markets

From Our Own Correspondent.

MONTREAL.—The offering of Bell Telephone bonds this week was made at a price that indicated the continued strength of Canadian security markets. The issue of 5 per cent., thirty year bonds to the amount of $30,000,000, was made at 98, the yield to investors being 5.13 per cent. The larger part of the proceeds is not required until April 1, when $16,750,000 of outstanding bonds mature but advantage was taken of the present bond market to finance in advance of the actual need for the money. The remainder of the proceeds will be utilized during the current year in capital expenditures.

The issue is secured by a first mortgage on the company's properties, which had a value at Dec. 2 of $88,400,000. The bonds are offered, $15,000,000 in the United States and $10,000,000 in Canada, by a syndicate comprising: Lee, Higginson and Co.; Royal Securities Corp.; Harris Forbes and Co.; Bank of Montreal; The Royal Bank of Canada; Dominion Securities Corp.; A. E. Ames and Co.; Wood, Gundy and Co.; Kerr, Flemming and Co.; Drury and Co.; Greenshields and Co.; The National City Company; Hanson Bros.; Rene T. Leclerc, Inc.; R. A. Daly and Co.; McLeod, Young, Weir and Co.; Matthews and Co.; Nesbitt, Thomson and Co.; Newman, Sweezey and Co.; Aldred and Co.

Becomes Toronto Manager of Montreal Bond Firm

During the past week the investment firm of H. B. Robinson & Company opened an office in Toronto. The new office will be in charge of David Sykes, who is well known in Toronto financial circles. Mr. Sykes, after returning from service in France, became secretary-treasurer of Aemilius Jarvis & Company and was later connected with G. A. Stimson & Company as general manager. He resigned from the latter position to accept the present appointment. The Robinson firm was established in Montreal some years ago to deal in government, municipal, public utility and other corporation bonds. In addition to its regular business the company operates a monthly payment plan for its clients.

ACTIVE DEMAND FOR SASK. BONDS

Dealers Report Supply Insufficient to Meet Requirements of the Investing Public

From Our Own Correspondent.

REGINA.—"A review of the past year indicates clearly a steady improvement in municipal conditions generally," states the annual report of the Saskatchewan Local Government Board for 1924. "Heavy instalments of debenture indebtedness have been readily met, and the aggregate of Saskatchewan's municipal, school and rural telephone debts has been substantially reduced. During the last two years not a single municipality has joined the small number which were brought under special powers act of 1922 as a result of failure to meet promptly debenture coupons.

"The growing confidence of investors in the securities of Saskatchewan's municipalities, school districts and rural telephone companies is a striking feature of the local government board's work during the calendar year just closed," says the report. "The prices paid for them compare very favorably with those obtained during any period in the last decade."

Applications for authorization of debenture issues clearly indicate the desire of local authorities to limit this class of borrowing as much as possible, but the board authorized the issue of debentures to an aggregate of over $1,500,000 for various purposes during 1924.

Dealers report they found it difficult to obtain a sufficient supply of Saskatchewan debentures to enable them to meet the requirements of investors. There were 306 issues of all classes aggregating $1,565,520 and more than half was taken by Saskatchewan bond dealers. Saskatchewan investors took $126,375 direct, while $76,709 went direct to Saskatchewan sinking funds. In addition the board learned that debentures resold by original eastern Canadian purchasers, totalled $255,523. Municipal sinking fund investments approved by the board during the year numbered 183, aggregating $1,767,919 as compared with 167 aggregating $1,195,016 the previous year.

INVESTED MILLIONS SAFELY IN CANADA

British Investment House Never Lost a Dollar in This Country—Placed £50,000,000

From Our Own Correspondent.

MONTREAL. — Canada has been blackened before British investors here. The Grand Trunk losses, due chiefly to absentee management; the Bingo mine fiasco, due to the credulity of British investors who accepted engineering reports submitted by vendors without even cursory checking up; the Porcupine-Davidson crash, due to acceptance of reports made by British engineers themselves, have been aired in a manner to throw discredit on Canada.

The record of a British investment trust that has invested in Canada with care and discrimination, and that has exercised sound judgment in its choice of investments can be held up to show the other side of the story.

The group surrounding the British Empire Trust Company invested in Canada, between 1907 and the outbreak of war, a sum estimated to be in the neighborhood of £50,000,000. Not a dollar of this capital has been lost. On the other hand, excellent returns have been had. Some of the companies invested in were British Columbia Electric Railway, Calgary Power Company, Canadian Western Natural Gas Company, Winnipeg Electric, Canadian Northern Bonds and Lands, Canadian Western Lumber Company, Benson and Hedges (Canada) Limited; Toronto Power Company and Toronto Railway.

80% of Canada's Debt is Held Internally

A writer in London Economist in commenting on Canada's debt has the following interesting remarks to make:

On the other hand, whereas Canada's debt in 1914 was held as to only one per cent. by Canadians, the impracticability of borrowing in London after the outbreak of war, and in New York after April, 1917, compelled the government to rely for war loan subscriptions upon the masses of its own people, so that to-day 80 per cent. of the funded debt is held internally, and interest payments to foreign countries form a relatively unimportant item in the national budget. Canada's debt amounts to something like $300 per head, and compares with $190 per head in the case of her great southern neighbor, the United States, whose present national wealth exceeds that of Canada many times over.

ALBERTA DEFERS BOND ISSUE

EDMONTON.—The provincial treasury is deferring its first of the year debenture issue of $1,500,000 for a few weeks longer. Hon. R. G. Reid, the treasurer, explains this is due to the fact that the money market in the East is not in a favorable condition, and it has been found advisable to wait for a change. It will probably be the middle of February, and possibly later, before the Alberta issue is put on the market.

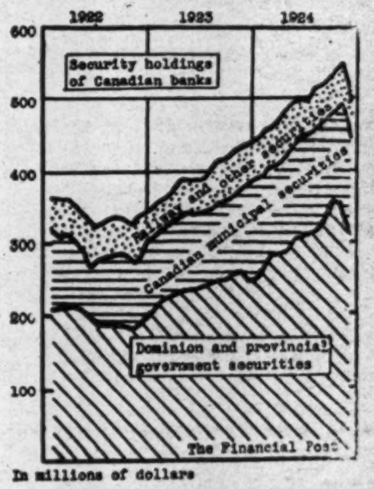
WILL BANKS SELL THEIR BONDS AS BUSINESS BOOMS?

They Have Been Big Factor in Bond Market Rise

From Our Own Correspondent.

MONTREAL.—Between the end of November, 1923, and the end of November, 1924, the banks of Canada increased their holdings of investment securities by about $170,000,000. In that period the total bond financing of Canada was under $600,000,000. The two figures are quoted together, not because they bear any particular relationship to each other, but because they show, by comparison, the immense scope of the operations of the banks in the Canadian investment market during the past year and also indicate what an influence the banks have been in maintaining a brisk and active demand for all types of high grade investments.

The monthly report on the assets and liabilities of Canadian banks, recently issued by the department of finance to show the position of Canadian banks at the end of November last, indicated a very rather sharp decline in security holdings of the banks. This decline was due to one chief reason; this was the maturity of a government loan issue. The banks were heavy holders of the war loan bonds that were paid off on Nov. 1.



Due to Slacker Business

The reasons for the increased investment by the banks in government, provincial and municipal bonds and similar good securities have been expressed before but will bear repeating. Business has slowed down in Canada and manufacturers and distributors have not made the same demands for credits as formerly. On the other hand, savings deposits have been increasing. The banks have been getting in millions of new money and have not had equally increased opportunity to loan out the funds on a profitable basis. The situation has been made more acute by the release of money tied up in "frozen assets." Slowly but surely the banks are realizing upon the loans that they have not been able to liquidate rapidly during the past few years of sub-normal business.

The banks have had to find an outlet for their funds. They have turned to bonds. Any new issue of good government and municipal bonds during the past three years has found waiting purchasers in the banks. Investors have been induced by investment bankers to part with their government securities and attractive prices have been offered along with suggestions of good corporation issues to yield one or two per cent. more per annum. The government bonds have then found their way with definite regularity to the vaults of the banks.

How Holdings Have Increased

The following table indicates the rapid and steady growth in the security holdings of the banks:

Banks' Holdings of Securities

1922	Dom. & Prov. Govt.	Can. Mun. etc.	Railways & other Sec.
Jan.	$210,358,659	$105,349,897	$45,155,996
Feb.	213,767,820	94,130,729	44,478,203
March	219,801,617	87,764,030	46,097,520
April	219,918,257	79,191,067	48,879,471
May	190,403,120	80,918,488	42,168,956
June	191,107,742	86,020,175	41,625,393
July	191,624,089	89,562,290	42,284,548
August	190,930,912	97,237,143	42,478,380
September	181,348,191	97,365,983	43,295,169
October	185,339,094	81,929,656	42,613,733
November	189,476,349	85,676,258	42,107,444
December	201,836,520	96,432,184	42,320,294
1923—			
January	211,616,422	101,774,886	42,915,380
February	224,954,181	106,731,088	44,926,981
March	227,807,221	112,958,653	44,650,150
April	236,031,991	115,186,064	51,862,245
May	237,161,508	108,883,991	51,267,211
June	241,940,132	109,874,400	51,854,548
July	241,804,212	110,989,968	46,818,263
August	252,889,383	111,778,687	47,482,524
September	252,998,000	113,030,901	50,915,706
October	272,901,658	117,998,680	43,421,548
November	248,669,201	117,753,732	43,310,866
December	258,713,871	124,755,476	43,401,393
1924—			
January	$267,096,156	$126,925,013	$44,455,506
February	286,617,678	127,566,078	60,899,403
March	288,820,810	127,442,024	53,640,168
April	298,170,194	130,270,307	55,703,355
May	313,132,851	131,098,948	51,101,169
June	317,254,987	142,122,558	50,572,867
July	318,770,716	136,870,880	51,483,252
August	323,850,042	136,910,848	50,843,252
September	369,839,283	140,171,231	56,409,496
October	361,106,060	137,340,990	55,890,765
November	300,058,853	143,856,707	52,776,972

The importance of these holdings at the present time may be seen from the figures of the individual security holdings of each bank at November 29 last, on which date the last banking statement of the Dominion government was compiled:

	Dominion and provincial	Canadian municipal and British foreign and colonial	Railway and other
Montreal	$55,263,603	$48,716,160	$ 5,052,041
Nova Scotia	27,178,034	10,481,812	11,287,740
Toronto	15,859,889	5,816,199	1,318,740
Molsons	6,282,455	1,440,775	783,868
Provincials	4,622,493	1,233,844	1,998,882
Union	14,183,763	7,523,649	3,065,630
Commerce	60,150,930	28,804,034	7,551,740
Royal	53,039,825	25,634,914	17,677,562
Dominion	14,311,041	3,616,166	1,907,413
Standard	7,415,338	8,024,997	305,973
Hochelaga	10,676,235	5,775,636	1,630,465
Imperial	13,198,477	5,697,477	200,646
Sterling	9,126,666	1,179,790	237,272
Weyburn Sec.	810,050	9,314	....
Total	300,058,853	143,856,707	52,776,972

The figures demonstrate clearly one reason why there is some truth in the oft-repeated statement that when business is poor in other lines bond prices rise; or to put it another way, when the stock market is weak the bond market is strong.

If the banks have bought securities while business has been quiet will they sell securities when business is stimulated? And if they do, will bond prices sag off? Investors have this question to face at the moment.

Business cannot pick up at a rate that will make it necessary for the banks to liquidate their holdings rapidly. It will be a gradual process, simplified by the large bank holdings of early maturing securities. Apart, however, from the prospect of some diminution of the present keen demand for the very highest grade issues is the fact that investors have been, for some months past, looking outside the government and municipal field for the higher yields to be offered by good railway, public utility and industrial issues. This tendency may easily be intensified. A number of corporations that are in the market for funds have failed to be stampeded by the recent strength in the bond market and are holding off to do their financing at their leisure, some time during the next few months. They seem to feel that, for corporation issues at least, the demand will continue keen and the tendency of the market be upward.

In any event, current levels will likely be found to be in the neighborhood of the general level of bond prices that will be maintained. Overlooking minor advances or reactions, bonds seem definitely to have reached a level in line with what might be called 1912 prices and with no apparent possibility of a swing back to high yields of three or four years ago.

KINGDOM of BELGIUM
External Loan of 1924
6% Sinking Fund Gold Bonds, Due 1st January 1955
Price: 87½ and accrued interest.
Payable in N. Y. funds to yield 7% to maturity.
MATTHEWS & COMPANY
LIMITED
255 Bay Street, Toronto

Mining Stocks are very active and strong. We look for much higher prices.
Members Montreal Mining Exchange
BALFOUR, WHITE & CO
LIMITED,
136 St. James St., MONTREAL,
TELEPHONE MAIN 1516-17-18.

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Government
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TORONTO
Canada

Subject to prior sale, we offer
$300,000 5% Bonds
CITY OF SHERBROOKE (Que.)
maturing Dec., 1954 and 1964

Sherbrooke has a population of 25,000 and is the chief industrial and railroad centre of the prosperous Eastern Townships. Its credit is possibly the best of any town of its size in Canada.

Price: par and interest
Versailles, Vidricaire, Boulais, Limited
Versailles Building, Montreal

Government
and
Municipal Bonds

We will be glad to furnish
particulars and offerings
upon request.

Gairdner, Clarke & Co.

312 Bay Street, Toronto.
Dominion Express Bldg., Montreal.

GET THE FACTS

No story is safe to print until the reporter "gets the facts." No investing is safe until you know every fact relating to the securities you have in mind.

An investment house necessarily has facilities, not possessed by most individuals, for getting the facts. We shall be glad to place at your service the benefit of our facilities.

JOHNSTON AND WARD

Canada Trust Bldg., 14 King St. East, Toronto
Members: Montreal Stock Exchange, Toronto Stock Exchange.

For February Funds

If you expect to have funds for investment in February, we recommend you to write for our current list offerings, which includes a wide choice of Bonds in various maturities yielding from 4.80% to 7%.

R. A. DALY & CO.
Members Toronto Stock Exchange

BANK OF TORONTO BLDG.
TORONTO

50 CONGRESS STREET
BOSTON

MANUFACTURING PLANT in KITCHENER
Canada's Most Progressive City
FOR SALE or RENT

Former upper manufacturing plant as used for manufacturing only by J. M. Schneider & Sons, Limited, Meat Packers.

Building No. 1—Boiler house, containing one 100-h.p. and one 50-h.p. boiler, in good shape. Also large basement, suitable as garage or storage. Ground floor space of 50 x 64 feet, clear of posts; excellent for garage. Top floor, 97 x 50 feet, suitable for light manufacturing.

Buildings Nos. 2 and 3—Approximate size 80 x 162 feet; two stories and basement, containing over 5,000 square feet of cold-storage floor space. Has 3 inches of cork insulation, suitable for public cold-storage, dairy work or manufacturing purposes, etc.

All buildings red brick construction, with principally concrete floors and part wooden floors.

J. M. SCHNEIDER & SONS, Ltd.
KITCHENER, ONTARIO

Canadian Municipals in the "States"

Next to United States Government, State and municipal bonds and a few of the highest grade corporation securities, the investor in the "States" ranks the bonds of Canada and her great provinces and larger cities. Many States permit savings and trust funds to be invested in such bonds and thousands of other institutions and private investors are in the market for bonds of the provinces and cities of the Dominion.

Public officials in charge of provincial and city finance and bond dealers with securities to market, should not overlook this market in the "States" when seeking buyers for Canadian municipals. Embraced in your bond sales publicity campaigns should be publications circulating in financial circles in New York, Boston, Philadelphia, Chicago, Cleveland, Detroit, St. Louis, and other investment centers of the U. S.

There are in the United States many excellent financial publications. There is one logical place in which to advertise a provincial or municipal bond offering. That is—

THE BOND BUYER
"The Authority on Municipal Bonds"
67 Pearl Street New York, N.Y.
Sample Copy and Advertising Rates on Application

Town of Aylmer, Quebec

Tenders will be received up to February 3rd, 1925, for $45,000 10 year debentures, interest at the rate of 5½% per annum and payable half yearly. Debentures will be issued to retire floating debt and pay for extensions to water works and sewer.

Tenders to be addressed to Mayor and Secretary-Treasurer, from whom further particulars may be obtained.

G. R. NASH,
Mayor.
Aylmer

E. MANBACH,
Secretary-Treasurer.
Quebec

Municipal and Provincial Finance

URGE DIVIDENDS SHOULD NOT BE FREE FROM TAXES

Toronto Assessment Dept. Attacks Proposal Before Statute Revision Com.

In a paper presenting the argument of the Toronto Assessment Department before the Ontario Statute Revision Commission on Saturday, at the Parliament Buildings, Toronto, J. C. Forman, assessment commissioner, dealt with the proposal to exempt dividends derived from shares in the stock of a corporation carrying on a mercantile or manufacturing business, and which corporation is subject to assessment under Subsection 1, Section 10, of the Assessment Act.

"According to the 1925 assessment rolls," the argument reads, "the real property assessment of the Toronto manufacturers is $43,242,562
and the total business assessment is 26,183,282
or a total assessment of .. 69,425,844

"Taking the 1925 tax rate at, say, 30 mills on the dollar, the total taxes payable by manufacturing concerns, incorporated and unincorporated, equals $2,082,775

"Therefore, on a capital investment of $337,588,707, the total realty and business assessments of manufacturers amounts to $69,425,844, or an assessment of 20 6-10 per cent. of the investment, the municipal taxes on every $100 invested being less than .... 61c.

"Even if the dividends from mercantile and manufacturing companies of $8,039,485 (the amount received by the Toronto shareholders and assessed against them and not against the manufacturing companies) were added to the assessment of the realty and business, the total would then be $77,465,329, or 22 9-10 per cent. of the capital invested, the taxes being $2,323,959, or less than .... 69c. on every $100 invested.

"When it is considered that every house owner is assessed for approximately 70 per cent. of his assessment and pays taxes of $2.10 on every hundred dollars invested, it will readily be seen that the manufacturer now occupies a very favored position in the matter of taxation.

"It was considered some years ago that the dividends arising from shares in an incorporated manufacturing or mercantile company did not appear to have any greater rights to exemption than the dividends from banks and other financial stocks. Under date of Jan. 1, 1918, the Toronto Board of Control authorized a conference with the assessors of other municipalities throughout Ontario, respecting the assessment of this class of income. The replies were unanimous in favor of the proposal."

Any serious consideration of the proposition to exempt this class of income once more, it is argued, appears as an attempt to shift the burden of taxation from those who should and are most able to pay.

Evidence of this is found in a statement just prepared, showing the assessment on such income in cases of $5,000 and over. The returns show that 356 persons resident in Toronto received in 1923, dividends totalling $6,188,367, or an average income per person of $17,383. These dividends show as high as 4 per cent. and in one particular case, 80 per cent. All that is asked by the municipalities is taxation on the income from the capital invested.

"It does seem to me that ability to pay, coupled with equality of taxation, is an indispensable condition in the present day. It is the only alleviation if we hope for a lower tax rate. Real property, land and improvements cannot entirely bear the strain of the prevalent heavy tax rate and there seems nothing fairer to me than an assessment directed against income arising from capital. It is to be remarked that the strong objection raised comes from the manufacturing interests. Manufacturers are specially exempted under section 5, subsection 17 on all fixed machinery used for manufacturing purposes, including the foundation on which the same rests.

"I have been trying to consider why such dividends should not be taxable but I cannot understand yet why such dividends should be held sacred from the tax levy. The only argument advanced with any force that I am at present acquainted with is the statement that by taxing such dividends, investors will not place their capital in the shares of such companies. It is held, for instance, that a meritorious scheme, being a manufacturing concern, would not receive the support it otherwise would or might. Personally, this does not appeal to me. Money will be placed where it can produce the most, having regard to stability of investment, and where the concerns spoken of are paying dividends in excess, in most cases, of dividends from banks or financial concerns, the capital will still remain with the manufacturer.

This Week's Bond Sales

HALTON COUNTY ISSUE

The tender of R. A. Daly & Co. for Halton 20-year 5 per cent. road construction debentures, $69,000, was accepted at the rate of 99.59.

WINDSOR DEBENTURES

The city of Windsor has awarded an issue of $304,810, 5 per cent., 10-year debentures to Cochran, Hay & Co., and Aird, McLeod & Co., on a bid of 98.66. Following are the bids:

Cochran, Hay & Co. and Aird, McLeod & Co.	98.66
Dyment, Anderson & Co.	98.438
Matthews & Co.	98.41
W. A. Mackenzie & Co.	98.32
A. E. Ames & Co.	98.25
Wood, Gundy & Co.	98.19
Fry, Mills, Spence & Co.	97.887
C. H. Burgess & Co.	97.77
George Carruthers & Son	97.68
Bell, Gouinlock & Co.	97.65
Dominion Securities Corp.	96.766

A Barbarous Relic

Recalling the days of rough and ready public finance, an advertisement appeared not long ago asking for tenders for the collection of taxes in a Quebec township. The tenderer was to pay a lump sum to the township in advance and then proceed to collect as much as he could of the taxes from the various property owners.

In these days, when news travels rapidly and the amount of taxes to be paid is definitely known by each taxpayer, the system has not as many disadvantages as in an age of lower standards of public knowledge, when tax-farmers gouged the people for anything they could get out of them. Nevertheless it is a relic of an age of loose and unenlightened methods of taxation and finance.

Fortunately the system is rapidly disappearing and, where it prevails, is, with the toll gate and the privately-owned bridge, fighting a losing fight.

MOVEMENT TO CITIES SHOWN BY CENSUS

Rural Areas Show Loss of Population to the Bigger Urban Centres

From Our Own Correspondent.

MONTREAL.—The Dominion Bureau of Statistics is going to prepare a special study on the subject of the depopulation of Canada's rural areas and the tendency of farmers to move into the cities. In the meantime the bureau has made some interesting comments on the subject in the first volume of the new 1921 census report. It says:

"The past decade has seen a further step in the urbanization of Canada. For the first time the Dominion possesses cities of over half a million population, viz., Montreal and Toronto, whilst Hamilton and Ottawa have been added to. Winnipeg and Vancouver are cities of over 100,000. Though predominantly an agricultural country, Canada has reached the point where its town dwellers all but equal the numbers upon the land. Yet only forty years ago the towns and cities of Canada accounted for but 14 per cent. of the people; even at the beginning of the present century the percentage was only 37.5. The expansion of 1900-1910, though based on the opening of the West to agriculture, was no less remarkable for the growth of the cities, the urban increase of the decade being more than double the rural (1,259,342 compared with 575,986) while the proportion of city population to the total moved up from 37.5 to 45.53 per cent.

"That after the initial settlement of a new country there should follow a period of town development is natural—such was the experience in earlier Canadian history—but that urban growth should parallel and 'overshoot' rural in a period like that of the settlement of the West is significant of much in recent Canadian history. To enlarge slightly upon this: Ontario and the three Maritime Provinces actually lost in rural population during the decade 1901-11. The loss was in part a movement of farmers toward the new western lands, but it was also a drift citywards, and particularly to the larger cities. In 1901 only 12 per cent. of the Canadian population lived in cities of over 50,000 people; in 1911 the percentage was 18, while the ten largest cities alone absorbed more than half the entire urban gain of the decade. Not all of this accretion came from the land, for at least 150 small towns and villages lost population.

"The same tendencies have been at work in the decade just closed, though Nova Scotia, Prince Edward Island and Quebec alone have declined in actual numbers of rural population. Nova Scotia's total gain as a province is largely accounted for by Halifax, Sydney, and the Pictou section. In the older parts of Ontario many counties have declined, and likewise the majority of the small towns and villages. One-half of the entire growth of the province is in Toronto and the surrounding district, and most of the remainder in Hamilton, the towns adjacent to Niagara power, the Windsor group of cities in the west and Ottawa in the east. Montreal, Three Rivers and Sherbrooke form the counterpart for Quebec, with some rural growth in Chicoutimi-Saguenay and Pontiac corresponding to similar expansion in New Ontario. In the West, Manitoba is depleting her small towns to feed Winnipeg and St. Boniface, which two account for one-third of the provincial increase, though there has been about an equal increase upon the land. Saskatchewan and Alberta similarly are building up their cities, but are also increasing their rural population, though somewhat less rapidly from a relative standpoint. In British Columbia, Vancouver and Victoria account for 30,000 increase of a total of 132,000, but there has been growth upon Vancouver island."

QUEBEC TOURIST FIGURES

QUEBEC.—The number of motors entering this province from the United States during the past year was 188,393, an increase of around 60,000 compared with the previous year, while from other provinces the estimated arrivals were 40,000. Averaging three and a half individuals to a car, this represented 840,000 visitors, of whom at least 500,000 visited Montreal.

Tenders and By-laws

TENDERS WANTED

Jan. 31—British Columbia—$4,000,000 for refunding purposes.

Feb. 3, Aylmer, Que.—$45,000, 5½%, 10 yr. bonds.

Feb. 9, Pointe aux Trembles, P.Q., School Trustees—$40,000. 5½% 30 year term bonds. Fred McLearron, Sec.-Treas., 5047 Notre Dame Street, Montreal East.

Feb. 9, Hull, Que.—$267,000, 5%, serial bonds, maturing 1928 to 1942. H. Boulay, City Clerk. (See announcement on page 16.)

Feb. 14, North Bay—$435,000, 5½%, 20-ins., debentures. Wm. A. Snyder, Town Clerk. (See announcement on page 16.)

DEBENTURE NOTES

Quebec R.C. Schools.—The Quebec Catholic School Commission was given power to issue bonds to the extent of $525,000 for various purposes. The total amount sought is divided as follows and for the following purposes according to the text of the bill as finally adopted: (a) $212,000 to erect, enlarge, improve and furnish school houses in the city of Quebec; (b) $313,000 to consolidate and convert into bonds old debts created by the purchase of properties or buildings.

INDEPENDENT AUDITS URGED BY TAXPAYERS

Have So Far Uncovered Losses and Misappropriations of Many Thousands

From Our Own Correspondent.

SYDNEY.—Lack of a system of periodic, independent audits is recognized as the chief reason for the disasters which have overtaken several civic and municipal officers in this province during the past 12 months. The latest concerned is Hon. D. A. Cameron, who, on account of irregularities in the joint expenditure accounts of the county of Cape Breton, has been obliged to forfeit his position as provincial secretary. An unusual feature of this disclosure is that it has resulted in actual immediate profit to the investigating communities, as the city of Sydney and several towns will split between them a surplus of $44,000 which proved to be due to duplication in assessment and other mistakes in accounting.

It is stated on good authority that since Confederation, the municipalities of this province have been run without any but the most perfunctory audits. A year ago Halifax obtained a chartered probe with the results that hundreds of thousands were found to have been misappropriated and one official was sent to penitentiary. Sydney followed suit with the same results, on a small scale, except that no one was jailed, although the city treasurer was relieved of his post. The city probe automatically spread into the county, causing the retirement of Mr. Cameron from the government, and forcing the county council to order a three-year audit of its own books. As a result of these exposures, there is a growing agitation for an independent audit of provincial accounts.

It is significant that in each of the districts so far probed, there has been a tooth and nail fight against the independent audit, which in most cases has been obtained only with the greatest difficulty.

TAX BURDEN HALF OF INDUSTRIAL REVENUE

One-Fifth of Net Returns From All Productive Sources Went Into 1923 Taxes

The astounding burden of taxation which is borne by Canadian taxpayers is analyzed by the Citizens' Research Institute under the direction of Dr. Horace L. Brittain, in a pamphlet recently issued. It is shown that in 1922 the aggregate amount paid in taxes was $561,460,037, which was 19 per cent. of that year's total net production from all the Canadian industries, including mining, fishing and agriculture, and 50 per cent. of the net manufacturing production of the year. Of this total, municipal taxes accounted for $178,664,291, provincial taxes $47,342,405, and Dominion taxes $335,453,341. In addition to this, large amounts were contributed to the government in the form of fees, fines, licenses, etc.

The per capita taxation for Dominion and local government purposes is shown by provinces in the following table:

PER CAPITA TAXATION 1922, FOR DOMINION PURPOSES
(Year Ending March 31st, 1923)
For local and for all purposes, by Provinces.

Prov.—	War Taxes	Customs & Excise (general)x	Total Domin. Purp.	Total for Loc'l Purp.
P. E. I.	17.30	$17.50	$34.80	$ 5.61
N. Scotia	18.04	17.50	35.54	12.21
N. Brun.	18.30	17.50	35.80	11.52
Quebec	21.66	17.50	39.16	20.49
Ontario	21.82	17.50	39.32	25.72
Manitoba	21.56	17.50	39.06	34.31
Sask.	18.30	17.50	35.80	36.77
Alberta	18.65	17.50	36.15	29.31
Brit. Col.	20.72	17.50	38.22	42.36

x—Distributed evenly throughout the Dominion on basis of 1921 Census figures. Exact figures for each province are not available in all cases to make other division possible, and, if they were, the fairness of such a division is questionable.

URGE APPOINTMENT OF PERMANENT BOARD

Wholesale Grocers Call Attention to Unfairness in Ontario Municipal Taxes

One of the most recent bodies to appear before the Ontario Statute Revision Committee in session at the Parliament Buildings, Toronto, was the Ontario Wholesale Grocers' Association. The plea put forth was that the tax laws of the province of Ontario impose a serious handicap upon the wholesale grocers. It was urged that the taxes are enormously greater than those imposed by the other provinces, and that they are too much subject to change from year to year, thus causing uncertainty. Another point brought up was that there is discrimination, in tax rate, between the different municipalities, "inasmuch as the values placed on the business premises are frequently substantially different in different communities, although offering practically equal facilities."

It was pointed out by the representatives of the wholesalers that Ontario imposes 75 per cent. of the rate the municipality may strike for the year, while the other provinces base their business tax on the rental value at a definite rate which is not subject to change from year to year. The province of Quebec, for example, imposes a business tax on the basis of the rental value, and it is not subject to change. The Quebec cities, however, are permitted to fix a local rate not exceeding 15 per cent. of the rental value. Manitoba is in a similar position, the business tax rate being based on rental value, and left largely to local municipalities to determine. It was stated that the Manitoba tax, and also that of Quebec, were low stable rates, and that Montreal and Winnipeg, where Toronto's chief competitors are situated, are working under much more favorable conditions.

Recommending a rigid revision of the tax system, the grocers urged the appointment of an efficient permanent provincial board, or commission, on taxation with ample authority to compare and harmonize the operation of the tax to local and provincial conditions, and to review and decide appeals in connection therewith.

WEEKLY RECORD OF GOVERNMENT AND MUNICIPAL BOND SALES.

Place	Date	Purpose	Sold To	Rate	Maturity	Amount	Price	Yield
			MUNICIPAL					
Halton County	Jan. 27	Road	R. A. Daly & Co.	5%	1944	$69,000	99.59	5.04
Windsor	Jan. 27		Cochrane, Hay & Co., and Aird, McLeod & Co.	5%	1934	304,810	98.66	5.17
Quebec	Jan. 23		National City Co., and Bank of Montreal	5%	1954	830,000	100.19	5.00
Medicine Hat	Jan.		Royal Finance Corp.	5½%	1944	60,000	98.22	5.65
			CORPORATION					
Bell Telephone	Jan. 26		Lee Higginson & Co., and Syndicate	5%	1955	25,000,000	98	5.13

We deal in—

United Securities 6% Preferred Shares.	
C.P.R. 4½'s	1944
Bell Telephone 5's	1925
Belgo Paper 6's	1943
Belgo Paper 7% Preferred Shares.	
Quebec Power 6's	1953
Quebec Railway 5's	1939
St. Maurice Power 6½'s	1953
Wayagamack 6's	1951
Montreal Tram-Power 6's	1929
Montreal Public Service 5's	1942
Windsor Hotel 6½'s	1943
Laurentide Power 5's	1946
Cedar Rapids 5's	1953
Montreal Tramways 5's	1941

Also Bonds of Provinces and the larger Canadian Cities

RENE-T. LECLERC
Incorporated
Montreal:- 160, St. James St.
Quebec:- 74, St. Peter St.
(ESTABLISHED 1901)
E170

$600,000
Admiral Beatty Hotel
St. John, N.B., Canada
First Mortgage 20-Year 7% Sinking Fund Gold Bonds

Price: 100½ and accrued interest to yield the investor
6.95%

SECURITY
These bonds are secured by a first mortgage on assets valued at approximately $1,500,000.

MANAGEMENT
The Admiral Beatty will be under the direction of the United Hotels Company of America, now operating 22 hotels in the United States and Canada.

Write for circular

CREDIT-CANADA
Limitee
ESTABLISHED 1910
120 ST. JAMES ST., MONTREAL

MURRAY & COMPANY
Specializing in
Government, Municipal and Corporation Bonds
CONTINENTAL LIFE BUILDING
ADELAIDE 6077-78 TORONTO

The safe investment of your funds is our chief concern.

H. R. BAIN & Co. Ltd.
Government & Municipal Bonds
371 Bay St. - Toronto

AMERICAN CAN SELLING TOO HIGH?

AFTER a meteoric rise of 72 points above the low of 1924, it is natural to wonder whether the shares are due for further advance or substantial reaction.

Ask for our American Can bulletin.

Truax, Carsley & Co.
MEMBERS MONTREAL STOCK EXCHANGE
96 Notre Dame St. W., Montreal
Tel. Main 3618

The Independent Order of Foresters
Organized 1874
TOTAL BENEFITS
Paid to Members and their Beneficiaries
$81,000,000.00
Policies Issued from $1,000 to $5,000
G. E. BAILEY, Secretary — W. H. HUNTER, President — G. R. COTTRELLE, Treasurer

1870 FIFTY-FIVE YEARS YOUNG 1925

A life insurance company that is successful grows more vigorous year by year. "Advancing Age" in such an organization presupposes increasing strength, enterprise and activity. In that sense the Mutual of Canada will be literally fifty-five years young on March first next. It was on that date in the year 1870 that the office was opened. The dividends from year to year have surpassed expectation. The payment of these profits has been made possible by careful selection of risks, sound and remunerative investments, favorable mortality and economy in management. The Mutual is better prepared to-day than ever before to give its members maximum protection at minimum cost. The past year has proved a year of magnificent results.

BE A MUTUALIST

and share in the wonderful prosperity of this unique Canadian company.

The Mutual Life Assurance Company of Canada, Waterloo, Ontario.

Splendid Opportunity for
LIFE INSURANCE SALESMEN

with organizing ability. Preferably 30 to 40 years of age. To appoint and assist resident agents. Salary, travelling expenses, and commission. Full particulars as to qualifications and references requested with applications.

THE MONARCH LIFE ASSURANCE CO.
M. B. Farr, Superintendent Eastern Agencies,
602 Temple Building, Toronto.

Keep Your Dollars Busy
Invest Them in Our
5¼% Guaranteed Investment Receipts

Guaranteed as to payment of principal and interest by the Toronto General Trusts Corporation—Canada's oldest trust company, made secure by "Trustee Investments," in which all funds are placed.

Interest paid by cheque half yearly on dates to suit investors.

THE
TORONTO GENERAL TRUSTS
CORPORATION
W. G. WATSON, General Manager. H. M. FORBES, Asst. General Manager.
Head Office: Bay and Melinda Streets, TORONTO
Branches: Ottawa, Winnipeg, Saskatoon and Vancouver.
Send for booklet giving full information about these 5¼% Guaranteed Investment Receipts.

LA ROSE CUTS ORE

The recent strength of La Rose is said by some to be due to the fact that excellent ore is being extracted from the winze at depth on the 830-foot level and that they have commenced to ship the ore in question. The extent or importance of the ore shoot is as yet unknown.

KIRKLAND RAND FINANCING

Kirkland Rand, which was formerly the Montreal-Ontario, advanced 10½c a share to 60 on pool operations. There is a mill on the property, but up to the present developments have not been especially encouraging as far as ore is concerned. It is understood that a sale of treasury stock is contemplated to assist further developments.

North American Life Solid as the Continent

NORTH AMERICAN LIFE
ASSURANCE CO.
HEAD OFFICE - - TORONTO, CANADA.

THE excellent results achieved by the North American Life Assurance Company during 1924 were gratifying alike to officials and policyholders. The substantial gains shown by the following figures will be a source of continued satisfaction and confidence to all interested in the Company.

POLICIES ISSUED AND REVIVED $26,239,954.00
AMOUNT OF INSURANCE IN FORCE 126,625,049.00
ASSETS 27,232,620.65
PAYMENTS TO POLICYHOLDERS 2.861,409.12
SURPLUS 4,659,745.81

THESE records are an indication of the solid financial position of the Company to-day and, showing as they do, greater strength than one year ago, they point the way to an even more successful year in 1925. In the North American Life, policyholders' interests are the first consideration, over 99% of the profits earned being allotted to them. In considering further insurance, you will be well advised to call in a North American Life representative. The attached coupon will bring you a more detailed report on the Company's 1924 operations.

"Solid as the Continent"

L. GOLDMAN, President.
W. KERR GEORGE, D. McCRAE, COL., Vice-Presidents.
Agents in every Important Centre in Canada.

Please mail me your complete Report for 1924, also "Solid as the Continent" Booklet.
Name ....
Address ....
Age ....

Insurance for Buyer and Seller

SUCCESSFUL FIELD MEN SECURED FROM MANY BUSINESSES

Interesting Records Presented by London Life Club

What are the characteristics most commonly found in successful salesmen? This is a question which most sales managers have faced and tried to solve many times. In no field of operation is it more important than that of life insurance, because of the fact that the life underwriter is really selling an investment often running into large sums of money. Hence the element of confidence is a factor of much importance and the salesman must command it from a prospect before he secures the business. Moreover the insurance contract is a complicated document and requires a high standard of intelligence on the part of the agent to properly serve the needs of those whom he approaches. With the recent developments of new uses for life insurance the extent of his knowledge of the personal and business problems which confront men must be considerably widened. In view of these facts any information which will throw light on the success of those at present engaged in the business is valuable. In an effort to observe the actual results the London Life Insurance Company has kept a record of the members of the 24K Club, which is composed of a large number of the company's leading producers. In giving the results of the investigation the company says:

"An analysis of the club membership brings out some very interesting and valuable information. This information will not only show the field force at large what the opportunities are of gaining membership, but it will be helpful to managers, superintendents and others when dealing with men who contemplate entering the services of the company. Many of the records made by the present club members show how quickly it is possible to become a large producer with the London Life.

"The ages of club members run from twenty-five to sixty years.

9 from ages 25 to 30 years.
10 from ages 31 to 35 years.
9 from ages 36 to 40 years.
9 from ages 41 to 45 years.
8 from ages 46 to 50 years.
4 from ages 51 to 60 years.

"All members of the club are married. More than half of the members (26) had no previous experience in life insurance and a large number of them had no previous experience in selling."

No less than twenty-six of them have been with the company less than five years, while one had only had one year's experience.

In regard to previous occupations the company says:

"Information regarding previous occupations of club members is not available in every case, but the following covers 39 of the 49 members, showing the positions occupied before entering the life insurance business:

"Six retail trades (proprietors), six engaged in industry, four salesmen, three clerks in stores, three farmers, three woodworkers, two bank accountants, two mechanics, two railway clerks, one bank manager, one accountant in plant, one brokerage clerk, one Y.M.C.A. officer, one structural engineer worker, one street railway employee, one silversmith, one civil engineer."

This indicates clearly that men whose experience differs widely may make a success of selling insurance and lends weight to the contention that honesty, personality and perseverance are the most needed qualifications. This may be emphasized further by the fact that 27 of the club members above are known to have had only a public school education and 15 public and high school training only.

It is intimated by insurance executives that this situation could be largely duplicated in other companies. Hence it shows the type of men who have moulded their abilities to produce the enormous totals of business now being recorded both in times of prosperity and depression alike.

INSURANCE LICENSES

A license has been issued by the Department of Insurance, Ottawa, to the London & Scottish Assurance Corporation to issue fire, accident, automobile, burglary, hail, plate glass, sickness, sprinkler leakage insurance and insurance against damage by the explosion of natural gas; and to the Quebec Fire Assurance Company to issue tornado insurance.

New Records Made by Confederation Life

Several records were broken by the Confederation Life Association during the past year, especially in the new business written, according to the report submitted to policyholders and shareholders this week.

The total issues for the year amount to $34,161,846, an increase over 1923 of $2,382,597; while the insurance in force amounted to $184,480,802, which is more than double the amount in force at Dec. 31, 1918.

The net revenue from premiums and annuities was $7,043,654, an increase over the previous year of $562,108, while the net revenue from interest and rents amounted to $2,155,391, which was an increase of $174,255 over the year 1923. The surplus earned amounted to $1,437,615, which is the largest in the history of the association.

The total assets at Dec. 31, 1924, amounted to $40,625,490, being an increase over the previous year of $3,735,789.

The death claims for the year, after deducting re-assurances, amounted to $1,116,232, an increase of $55,307 over the previous year, and was 42.1 per cent. of the expected mortality.

The matured endowments amounted to $567,171, making the total payments to policyholders $3,652,601.

In reviewing the progress of the year the president, J. K. Macdonald, pointed out that increased efforts were made in the conservation of our old insurance, but much remains to be done, and we are hopeful that even greater improvement will be shown in this branch during the present year.

Mortgage interest collections for the year showed a substantial increase over the previous year, and indicate a decided improvement in conditions in the provinces of Manitoba and Saskatchewan, where the association has largely confined its investments under farm mortgages.

The company has been investing largely in mortgages during the year and these now stand at $7,376,618, while bonds amounting to $20,942,080 still comprise the larger part of the assets.

COMPLETE ADDITION

A further evidence of the growth of the Dominion Life Assurance Company, Waterloo, in company with the general developments in the insurance field, may be found in the extensive additions to the head office building, which have recently been completed. The company was organized in 1899 by Thomas Hilliard, who is still its president, and has developed steadily to a point where it now has over seventy millions of insurance in force.

HOLLOW METAL SASH SAVES LARGE STOCK

Underwriters' Recommendation Proves Valuable to Merchant

A matter of much importance to property owners who desire to reduce their fire insurance rates and the loss of property through fire is brought to light by the Western Canada Fire Underwriters in commenting on a disastrous fire at Moose Jaw last fall. The Underwriters' bulletin says:

"On August 10, this year, fire damaged the Woolworth store in Moose Jaw, with a loss estimated at $100,000. Next door was the Robinson-McBean building, and, several years ago, the Western Canada Fire Underwriters' Association, realizing the great exposure to the Robinson-McBean building from the Woolworth property, recommended the installation of approved hollow metal sash, equipped with wired glass, on the windows of the wall facing the exposure. This equipment was installed and these windows saved a valuable stock from probably total destruction.

"The fire burned with intense heat, so great as to crystallize the glass in two of the windows, in the well between these two buildings, but the wire glass held and prevented the spread of the fire and saved a very serious damage.

"This is only one of hundreds of cases where the efficiency of approved wired glass windows has been proven; they are not expensive and building owners should use them in all cases where there is an exposure to their building from adjacent structures.

"Wired glass windows reduce the possibility of fire from exposures and obtain a commensurate reduction in the insurance rate, and property owners are well advised to take advantage of the advisory service of the Western Canada Fire Underwriters' Association, which is gratis, before they build, or make alterations to existing buildings, so that they can make their buildings conform to the underwriters' requirements and thus secure the lowest possible insurance rate."

DROP HEALTH PLAN

MONTREAL.—The Travelers Insurance Company announce the discontinuance of their life indemnity health policies. Under these policies, if the disability warranted it, the insurer could obtain a weekly indemnity for life, but the losses have been too high and it has been found impossible to obtain either proper rates or proper risks for this form of insurance. Health policies, however, will be continued, but the maximum payment will be for a period of 52 weeks.

The Record of Fire Losses in Canada

Place	Property	Date	Loss	Insurance	Cause
Nova Scotia					
Minasville	W. Singer, residence	Jan. 13	heavy	......	def. flue
Pictou	A. Veniot, residence	Jan. 12	heavy	......	......
New Glasgow	W. Pullman, store	Jan. 13	10,000	......	......
Windsor	J. A. Ethier, store	Jan. 16	3,000	......	......
Middleton	Morrison Building, offices	Jan. 16	25,000	......	......
New Brunswick					
Houlton	G. Vincent, warehouse	Jan. 4	4,000	partial	......
St. John	Collins Building	Jan. 15	1,000	covered	......
Moncton	M. Caraquet, store	Jan. 15	10,000	......	......
Moncton	Highfield Baptist Church	Jan. 22	30,000	covered	chimney
Sackville	K. S. Pickard, barn	Jan. 18	slight	......	......
Bathurst	J. P. Hachey, barn and contents	Jan. 17	heavy	......	......
Fredericton	Phillips & Pringle, Bldg., Fredericton Steam Laundry, Bldg., Hanlon Estate, barn	Jan. 19	50,000	partial	......
Indiantown	D. J. Purdy Estate, building	Jan. 19	heavy	......	......
Atholville	Stetson, Cutler & Co., three houses	Jan. 19	heavy	......	......
Waterville	school	Jan. 17	200	none	......
Moncton	C. W. McLatchey, office	Jan. 20	heavy	......	......
Moncton	Premier Cafe	Jan. 19	400	covered	......
Quebec					
Quebec	Mr. Robert, residence	Jan. 13	heavy	......	chimney
Montreal	N. M. Hagaley, store	Jan. 14	12,000	covered	o'htd stove
Montreal	A. Stravopodis, store	Jan. 8	......	......	......
Montreal	St. Gerard School, school	Jan. 18	6,000	......	......
Montreal	O. Renaud, residence	Jan. 17	......	......	....
Thetford Mines	J. Belanger, store	Jan. 15	heavy	partial	......
Beauceville	E. Gendreau, mill	Jan. 16	slight	......	......
Chicoutimi	J. B. Renaud, garage	Jan. 14	heavy	......	......
Roberval	W. Brass, grocery store; M. J. Savard, butcher	Jan. 15	heavy	partial	......
St. Johns	A. Granger, store	Jan. 22	heavy	......	stove
Richmond	Brother's School	Jan. 21	slight	......	......
Longueuil	E. Brunelle, residence	Jan. 20	20,000	......	......
Montreal	Royal Trunk Co., apts.	Jan. 20	heavy	......	......
Montreal	J. H. Nault, residence	Jan. 19	slight	......	......
Montreal	M. Menard, store	Jan. 23	2,000	......	stove
Montreal	Miller Bros, store	Jan. 20	heavy	......	......
St. Johns	garage, store and residence	Jan. 20	125,000	......	......
Three Rivers	Apartment house	Jan. 20	2,000	......	......
Ontario					
Barrie	H. C. Channen, grocery	Jan. 12	600	covered	def. wiring
Ft. Coulonge	J. Ward, residence and business	Jan. 4	total	......	unknown
Tollendal	J. Hurst, residence & outbuildings	Jan. 13	1,600	partial	unknown
Ottawa	J. A. Ballantyne, wood yard & sawmill	Jan. 13	22,000	partial	......
Port Dalhousie	J. O. Merritt, residence	Jan. 14	total	covered	......
Toronto	G. Wood, residence	Jan. 18	heavy	......	incend.
Sanson's Hill	C. Martin, residence	Jan. 2	total	......	......
Arthur	E. Rustin, residence	Jan. 15	total	......	......
Cochrane	N. Bedour, cabin (six deaths)	Jan. 18	total	......	stove
Kemptville	Leslie Memorial Hall	Jan. 12	total	8,000	......
Ottawa	Capital Hotel, garage	Jan. 12	3,000	......	unknown
Windsor	Grinnell Bros. Music Co.	Jan. 9	80,000	......	......
Elmira	E. Martin, residence	Jan. 9	3,000	......	def. stove pipe
Carleton Place	A. Leggett, residence	Jan. 13	1,000	......	unknown
Toronto	J. Harvey & H. McKenzie houses	Jan. 18	850	......	unknown
Stratford	D. Long, barn	Jan. 14	heavy	......	......
Port Arthur	M. Hudon, residence	Jan. 15	total	4,800	......
Toronto	T. Wineberg	Jan. 20	300	......	......
Mar	J. T. Bartley, residence and store	Jan. 20	heavy	......	......
Ottawa	M. Davidson, fur store	Jan. 19	40,000	covered	......
Port Dalhousie	J. O. Merritt, residence	Jan. 13	total	......	......
Birkett's Lane	G. Good, residence	Jan. 13	total	2,000	stove
Brantford	R. Scott, residence	Jan. 14	heavy	......	stove
Smith's Falls	Jones Packing Co., bldgs.	Jan. 21	40,000	......	unknown
Peterborough	Dominion Pool Room, bldgs.	Jan. 17	slight	......	stove pipes
Arthur	H. Biemyn, creamery	Jan. 14	heavy	......	......
Wiarton	Marine Ry. Co., building	Jan. 18	3,000	partial	unknown
Ayton	Alesfeldt Co., creamery	Jan. 20	3,000	partial	unknown
Galt	J. R. Wright, garage	Jan. 20	8,000	covered	unknown
Toronto	C. Moore, residence	Jan. 23	250	......	stove
Brampton	school	Jan. 22	slight	......	......
St. Thomas	Michigan Central Depot	Jan. 23	heavy	......	......
Toronto	Mrs. R. Suren, residence	Jan. 24	2,200	......	......
Lyndhurst	G. W. Jones, store and residence	Jan. 23	heavy	......	......
Delhi	A. Crosie	Jan. 24	3,000	partial	......
Kirkland Lake	Lake Shore Mine, building	Jan. 24	9,000	......	......
Toronto	E. Clow, residence	Jan. 24	1,500	......	......
Fort William	school	Jan. 16	4,500	3,500	......
Kingston	Memorial Hall, building	Jan. 16	heavy	8,000	......
Kingston	J. Angrove, shop	Jan. 16	heavy	covered	......
Kincardine	J. Avery, Garage and contents	Jan. 17	heavy	covered	......
Manitoba					
Deloraine	J. Robbins, residence & contents	Jan. 13	total	......	unknown
Winnipeg	Y.M.C.A., building	Jan. 14	400	covered	cigarette
Desford	Post Office, building	Jan. 15	......	......	......
Winnipeg	J. Owen, residence; A. Everston; residence; A. Preston, residence	Jan. 15	slight	......	chimney
Le Pas	Rex Mine, buildings	Jan. 15	heavy	......	......
Le Pas	McKay School, warehouse	Jan. 15	total	......	......
Winnipeg	McDermot Ave., building; St. John's Ave., building; Clarks Bros., stationery store	Jan. 17	75,000	covered	......
Norwood	Arctic Ice Co., building	Jan. 18	28,000	covered	unknown
Gladstone	M. Demustens, residence	Jan. 21	slight	......	......
Alberta					
Castor	Public School Building	Jan. 1	30,000	......	o'htd fur.
Taber	J. Barbon, residence	Jan. 10	......	......	......
Saskatchewan					
Rush Lake	W. Larson, residence	Jan. 12	2,000	none	......
Spalding	T. G. Hoginson, store and residence	Jan. 10	6,000	partial	unknown
Kamsack	E. McKenzie, residence	Jan. 3	......	......	......
Brock	F. H. Bawden, drug store	Jan. 11	heavy	partial	unknown
Regina	Chemical Products Co., shop.	Jan. 20	heavy	......	......
Saskatoon	Drinkle Block, building	Jan. 24	500,000	......	......
Saskatoon	Western Grocers Ltd., building	Jan. 25	20,000	......	......
British Columbia					
Revelstoke	J. W. Wardrop, residence	Jan. 12	heavy	partial	unknown
Victoria	Golf Club, building	Jan. 19	8,500	......	......
Chilliwack	Menzies Hardware Co., store	Jan. 14	heavy	......	......
Cranbook	M. Matson, residence	Jan. 15	slight	......	......
Coquitlam	W. J. Miller, barn	Jan. 24	heavy	......	......

THE
CANADA NATIONAL FIRE
INSURANCE COMPANY
HEAD OFFICE: WINNIPEG, CANADA
TOTAL ASSETS $2,928,337.62
TORONTO, 24 Adelaide St. W.
W. H. George, Superintendent of Agencies

When the thief comes let him take our money

Burglars may steal your property, but, if covered by a policy with the British America Assurance Company, we bear the loss.

Crime is on the increase! Let us give you full particulars of our completely protective burglary insurance policies.

Since 1833 the British America Assurance Company has satisfied every just claim promptly.

THE
BRITISH AMERICA
ASSURANCE
COMPANY
OF TORONTO
Established 1833

A Living Certainty

A man becomes rich in proportion to the number of things he can do without in order to pay for life insurance.

Great-West Life

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Advance Figures From the Third Annual Statement of

The Reinsurance Company
OF CANADA
Waterloo - Ontario
December 31st, 1924

Assets $293,057.78
(Nearly six times the Liabilities)
Liabilities ... $51,794.39
(Only one-sixth of the Assets)
Capital .$125,000.00
Surplus . 116,263.34
Excess of Assets Over Liabilities $241,263.34
Insurance in Force $3,258,882
Mortality, 32.24% of expected.

THE
ROYAL TRUST Co
EXECUTORS
AND
TRUSTEES

Reinsurance Company Has Low Loss Ratio

The third annual repport of the Reinsurance Company of Canada shows a consistent gain in assets, surplus, income and insurance in force over the figures for 1923. The insurance in force now totals $3,258,882. The income for 1924 was $81,142, of which $64,584 was on account of premiums and the balance for interest. Death claims totalled $13,617 and health and accident claims $15,332. Other disbursements including dividends to shareholders brought the total up to $53,780.

The assets now amount to $293,058, of which no less than $263,762 are invested in high grade bonds and debentures. The legal reserves against business in force is $48,044 and the surplus $116,263. A factor worthy of special notice is that the mortality was only 32.24 per cent. of the expected. The company writes both life and accident and sickness reinsurance.

LARGER DEPOSITS AND PROFITS FOR THE BANK OF N. S.

Liquid Assets Increased But Classification is Changed

A strong liquid position, increased deposits, and profits slightly in excess of the previous year, are the principal features of the ninety-third annual report of the Bank of Nova Scotia.

The profits for the year amounted to $2,110,028.14 which, added to the $252,695.82 brought forward from last year, made a total of $2,362,723.96 available for distribution. Dividends amounting to $1,600,000 were paid, war tax on circulation took $100,000, a contribution to the Officers' Pension Fund $75,000, and there was written off bank premises $250,000, leaving a balance of $337,723.96 to be carried forward to next year.

Following are comparative figures:

INCOME ACCOUNT

	1924	1923	1922
Earnings	$2,110,028	$2,104,532	$2,122,682
Pension	75,000	75,000	75,000
Tax on cir.	100,000	100,000	97,464
Premises	250,000	250,000	250,000
	425,000	425,000	422,464
	$1,685,028	$1,679,532	$1,700,218
Dividends	1,600,000	1,600,000	1,557,338
Reserve	......	......	35,000
	$ 85,028	$79,532	$107,835
Bal. forward	252,695	173,163	65,328
Balance	$ 337,723	$ 252,695	$ 173,163

Nine Years' Record

Year		% on Cap	Div.	% on Invest.
1924	$2,110,028	21.1	16	7.1
1923	$2,104,532	21.0	16	7.2
1922	2,122,682	21.2	16	7.2
1921	2,111,733	21.7	16	7.1
1920	2,327,423	23.9	16	8.1
1919	1,925,478	19.8	16	6.8
1918	1,411,925	21.7	14	7.4
1917	1,296,315	19.9	14	6.8
1916	1,252,088	19.2	14	6.8

In the balance sheet total deposits show at $179,943,461, an increase of roundly $5,000,000 over the previous year. This increase is all in the interest bearing or savings deposits. Notes in circulation are reduced $931,000, reflecting the smaller turnover in business generally. The bank's investments accounts total $49,296,622. Current loans in Canada, in which are included the amounts shown under grain loans and loans to municipalities last year, total $77,338,034, which is a reduction of $3,315,714 from 1923. This also is a reflection of the dull conditions that prevailed throughout the year. Following are comparative figures based on the balance sheet:

Immediately Available Liquid Assets

	1924	1923	Change
Specie	$ 9,467,089	$ 9,527,112—	$ 60,023
Dom. Notes	21,416,576	20,893,762+	522,814
Note cir. dep.	489,529	499,871—	10,342
Notes, bk.	1,087,166	1,180,831—	93,665
Call loans ab'd.	10,376,295	6,088,762+	4,287,533
Bank bal. ab'd.	2,213,549	3,357,810—	1,144,261
Gov. sec.	27,267,804	31,947,942—	4,680,138
Cheques	13,397,691	11,855,619+	1,542,072
Gold reserve	6,250,000	6,500,000—	250,000
*Demand loans	....	10,724,652—	10,724,652
For. Curr.	2,312,325	1,585,804+	726,521
	94,278,024	104,162,165—	9,884,141
% total assets	40.17	45.88 —	5.71
% total liab. to pub.	46.10	52.87 —	6.77

Other Assets

	1924	1923	Change
Pub. secs.	10,832,815	9,896,898+	935,917
Other secs.	11,196,002	6,883,250+	4,312,752
Call l'ns in Can.	13,309,796	11,318,943+	1,990,853
Current	77,338,034	65,523,063+	11,814,971
Elsewhere	14,508,429	13,606,411+	902,018
Lets. of Cred.	4,509,978	3,326,896+	1,183,082
Real Estate	90,522	67,633+	22,889
Loans. Govt.	....	4,406,033—	4,406,033
Premises	7,823,089	7,713,375+	109,714
Non-curr. loans	608,135	662,407—	54,272
Other assets	265,779	322,725—	56,946
	140,482,579	123,727,634+	16,754,945
Total assets	234,760,603	227,889,799+	6,870,804

* Liabilities to Public

	1924	1923	Change
Circulation	14,143,160	15,074,324—	931,164
Dem. dep.	33,130,564	34,557,228—	1,426,664
Savings	146,812,898	140,234,471+	6,578,427
Due banks	3,322,000	3,089,188+	232,812
Due else	2,200,392	1,218,147+	982,244
Lets. of cred	4,509,978	3,326,896+	1,183,082
Bills pay.	401,416	236,036+	165,380
	204,520,408	197,736,290+	6,784,118

To Shareholders

	1924	1923	Change
Capital	10,000,000	10,000,000	......
Reserve	19,500,000	19,500,000	......
Dividends	402,472	400,814+	1,658
Balance	337,723	252,695+	85,028
	30,240,195	30,153,509+	86,686
Total liab.	234,760,603	227,889,799+	6,870,804

* On grain and staple commodities included in current loans in 1924 statement.

There is an apparent decline in the ratio of quick assets to liabilities to the public. In the previous year demand loans secured by grain were shown as a separate item and were included in quick assets, while for 1924, they are included in current loans. Actually, therefore, the bank occupies an even stronger liquid position than was the case last year.

London Loan Co. Reports Some Increase in Profits

With profits of $72,626 as compared with $71,349 in 1923 the London Loan & Savings Co. was able in 1924 to meet dividends, set aside $10,000 for reserve and increase the balance from $3,580 to $3,796. Following are comparative figures:

PROFIT AND LOSS

	1924	1923	1922
Net profit	$72,626	$71,349	$74,068
Bal. forward	3,580	4,636	2,971
	$76,206	$75,985	$77,039
Distribution—			
Dividends	$62,409	$62,405	$62,403
Reserve	10,000	10,000	10,000
Balance	3,796	3,580	4,636
	76,206	75,985	77,039

Seven Years' Record

Year	Paid-up Capital	Profits	Div.	% av. Cap.	Earn. Rate
1924	$891,571	$72,626	7	8.1	5.4
1923	891,539	71,349	7	8.0	5.4
1922	891,539	74,068	7	8.3	5.6
1921	891,444	73.191	7	8.2	5.6
1920	891,383	81,125	7	9.2	6.3
1919	888,321	83,121	7	9.4	6.6
1918	887,849	83,920	6+1	9.5	6.9

Assets total $3,214,928 of which $2,382,826 represents mortgage loans. Liabilities to the public include deposits of $706,748 which compares with $666,460 a year ago.

DODGE BROS. NEW FACTORY

Dodge Brothers' new Canadian factory, which is being located in a structure erected by the Imperial Munitions Board in Toronto during the war, will open in February. It will be a productive plant, not an assembling centre, and will displace the one established by Dodge Brothers several years ago at Walkerville, directly across the river from Detroit.

Security Loan Showed an Increase in Net Profits

The fifty-fifth annual report of the Security Loan & Savings Co., St. Catharines, for 1924, shows that the net earnings of the company for the year amounted to $50,941. The amount paid and set aside for dividends was $37,580 and $15,000 was added to the reserve fund, increasing it to $225,000.

PROFIT AND LOSS

	1924	1923	1922
Earnings	$94,348	$90.781	$85,329
Interest	23,845	21,821	17,321
Taxes	7,502	7,466	7,340
Expenses	12,059	11,919	11,675
	43,406	41,206	36,336
Net profits	$50,942	$49,575	$48,993
Other profits	156	......	......
Bal. forward	3,972	1,583	4,445
Prem. on stock	420	280	480
	$55,490	$51,438	$53,918
Distribution—			
Dividends	37,581	37,466	37,334
Reserve	15,000	10,000	15,000
Balance	2,909	3,972	1,583
	$55,490	$51,438	$53,918

Nine Years' Record

Year	Paid-up Capital	Profits	Div.	% on Cap.	Earn. Rate
1924	$538.200	$50,342	7	9.5	6.7
1923	536,100	49,575	7	9.3	6.7
1922	534,700	48,993	7	9.2	6.7
1921	532,300	43,707	6½	8.2	6.1
1920	532,300	43,591	6	8.1	6.3
1919	528,250	47,357	6	8.9	7.0
1918	524,200	47,021	6	8.9	7.2
1917	523,233	44,386	6	8.4	7.0
1916	508,679	46,622	6	9.1	7.7

The balance sheet shows that the company holds government and other bonds to the amount of $98,978. It has mortgages on its books amounting to over $1,200,000 and cash on hand and in banks of over $70,000. The liabilities to the public includes debentures to the amount of $286,857 and deposits amounting to $342,290. The total assets of the company are given as $1,418,732; liabilities to the public, $633,822, and to shareholders, $784,910.

Toronto Finance Co. Reports Increase of $10,000 in Profits

The third annual report of the Toronto Finance Corporation, presented to the annual meeting of shareholders on Friday last, showed mortgages receivable amounting to $491,199, with surplus and deferred profits accumulations $70,737 on a paid in capital of $448,301. The net profits for the year were $47,200. Dividends at the rate of eight per cent. per annum amounting to $32,800 were paid during the year, making an increase of $6,418 over previous year. $5,000 was placed to contingent account and $5,000 added to reserve, bringing those two accounts up to $15,000, and the balance of $4,986 carried into profit and loss. This shows an increase of cash profits amounting to $10,193. The company has no indebtedness to the bank. The above profits have been made without borrowing or re-discounting.

A motion was laid before the meeting to change the dividend payments from quarterly to half-yearly basis. This was carried.

Union Trust Co. Reports Continued Growth of Assets

The annual report of the Union Trust Company, Limited, for the year 1924, which has gone forward to the company's shareholders, discloses noticeable growth in volume of assets under administration. Estates assets have increased from $6,561,946 at the end of 1923, to the sum of $7,716,317, an increase of $1,154,371, or 17½ per cent. Total assets now amount to $14,053,610, an increase during the 12 months of $659,939.

The profits for the year, after providing for cost of management, directors' and auditors' fees and all contingencies, amounted to $111,078, which is somewhat larger than last year's net of $108,696, and the total available for appropriation, after adding the balance brought forward from 1923, was $226,082. Against this amount were charged the usual 7 per cent. dividends, taxes and depreciation, leaving the substantial balance of $138,866, an increase of $23,862 over the previous year.

Big Gains Reported by North American Life

The forty-fourth annual report of the North American Life Insurance Company, which was issued this week, indicates great advances in all branches of the business. The policies issued and revived amounted to I26,239,954, a very substantial increase over that of 1923. The total business in force has now reached $126,625,049, which marks a new high level for the company. The efforts of the management in the interests of the policyholders have been rewarded in the payment of over $600,000 during 1924 as profits on policies in force. In commenting on the figures presented in the report the president, L. Goldman, pointed out that the first duty of the company, its obligations to its policyholders, was being well fulfilled, nearly $3,000,000 being distributed in 1924 among policyholders and beneficiaries.

Due to the expansion of business in 1924, the company's assets now total over $27,000,000, composed for the most part of the soundest and safest bonds and other guaranteed securities. Investments have always been restricted to the highest class of securities and it is a notable achievement that an advance of nearly $2,000,000 was made in the total assets. A feature of the report is the high surplus fund. This year this amount is over $4,500,000, more than ever before.

London Life Makes Big Gains in Jubilee Year

All previous records were broken by the London Life Insurance Company in 1924, which marked its jubilee. The objectives were greatly exceeded by writing $53,584,000 of new insurance, an increase of 19.7 per cent. over the previous year. This brings the insurance in force up to $178,325,000, an increase of 17.5 per cent. The income for the year was $7,396,500 and the assets now total $27,019,000.

A high rate of earnings was realized on investments, this being 6.96 per cent. for the year, which represents a substantial increase. At the same time the mortality rate in the ordinary branch was only 35 per cent. of the expected. These factors were partly responsible for making it possible to add $450,000 to the contingency funds and the free surplus, the largest addition in the history of the company. This surplus now amounts to $1,105,989, when computed on a very conservative basis. The reserves held solely against the policies in force exceed the requirements of the Dominion Department of Insurance by $1,553,862. Thus the facts presented in the statement indicate the ability of the company to maintain its affairs in a specially strong position while writing a large volume of new business.

HURON AND ERIE PAID BONUS FOR SIXTIETH YEAR

For the Seventeenth Year the Corporation Has No Real Estate on Hand

A comparison of the annual report of the Huron and Erie Mortgage Corporation for 1924 with that of the previous year reveals a continued growth and expansion, which have steadily marked the career of this sixty-year old institution. Profits of $571,914 showed an increase of about $2,000, and after paying dividends of 7 per cent. with a Diamond Jubilee bonus of ½ of 1 per cent., and after providing for Dominion and provincial taxes and depreciation, $100,000 was transferred to the reserve fund, which now totals $1,750,000. Undistributed profits were increased from $25,701 to $51,939 as the result of the year's operation. Following are comparative figures:

	1924	1923	1922
Profits	$571,914	$570,036	$565,548
Taxes	57,677	49,474	44,066
Premises	13,000	20,104	......
	70,677	69,578	44,066
	$501,237	$500.458	$521,482
Bal. forward	25,701	25,243	53,761
	$526,938	$525,701	$575,243
Distribution—			
Dividends	$375,000	$350,000	$350,000
Reserve	100,000	150,000	200,000
Balance	51,938	$ 25,701	$ 25,243
	$526,938	$525,701	$575.243

Ten Years' Record

Year	Paid-up Capital	xNet Profits	Div.	avr. Cap.	% on Earn. Rate
1924	$5,000,000	$501,237	7½	10.0	7.4
1923	5,000,000	500,458	7	10.0	7.5
1922	5,000,000	521,482	7	10.5	8.0
1921	5,000,000	581,444	6+1	10.6	8.4
1920	5,000,000	505,943	6+1	10.1	8.2
1919	5,000,000	496.737	6	9.9	8.2
1918	2,500,000	452,493	12	18.0	8.0
1917	2,500,000	430,577	12	17.2	7.8
1916	2,500,000	422,012	12	16.9	7.8
1915	2,458,415	411,493	12	16.9	7.9

xTaxes and amount written off premises deducted.

Assets have grown from $26,820,000 to over $28,465,000, an increase of over $1,645,000. First mortgages now total $19,011,800, and are greater by $728,700 than the previous year. The careful selection of investments by the directors is again demonstrated by the announcement that for the seventeenth consecutive year the corporation owns no real estate, either directly or indirectly, other than its own office premises. The few properties which came into its possession during the year were sold outright to individuals who had no connection of any nature with the institution.

Government and municipal bonds amount to $5,316,000. These immediately realizable assets, together with cash in hand and in banks, reach a total of over $6,500,000, which is in excess of the amount now on deposit in savings.

Among other valuable securities owned by the company is $1,185,000 invested in Canada Trust Company stock. Although the stock is worth $1,680,000 on the basis of the reserve fund, the Huron and Erie carries the investment on its books at the actual cost price of $1,185,000.

Turning to the amount invested and deposited with the corporation by the public, the most noteworthy change appears in Canadian debentures and savings deposits, which have advanced to $19,200,000, an increase of practically $1,600,000 during 1924.

Canada Trust Company Had Increased Profits in 1924

The Canada Trust Co., owned by and managed in connection with the Huron & Erie, reports substantial increases. Assets at the close of 1924 totalled $16,803,000, an increase for the year of $1,550,000. The company enters 1925 with a clean investment sheet; no real estate whatsoever is owned by the company either directly or indirectly.

The net profits of the Canada Trust Co. for 1924 total $124,298, being $21,000 in excess of those for the previous year. During 1924 the dividend rate was increased from 8 to 9 per cent. After distributing $89,991 for dividends, and meeting Dominion and Provincial taxes, the balance carried forward as undivided profits amounts to $18,393.

PROFIT AND LOSS

	1924	1923	1922
Profits	$124,298	$103,278	$101,984
Taxes	16,955	9,260	18,355
	$107,343	$94,018	$83,629
Bal. forward	1.041	12,015	8,378
	$108,384	$106,033	$92,007
Distribution—			
Dividends	89,991	79,992	79,929
Reserve	......	25,000	......
Balance	18,393	1,041	12,015
	$108,384	$106,033	$92,007

Ten Years' Record

	Capital Accounts	Guar. Trust Accounts	Estates, Trusts, etc.
1924	$1,788,388	$5,198,141	$9,816,872
1923	1,766,036	4,416,355	9,070,792
1922	1,752,011	2,933,732	8,532,008
1921	1,788,370	3,478,554	6,613,613
1920	1.750,633	4,223,152	5,064,237
1919	1,685,752	4,860,636	4,234,387
1918	1,645,597	4,719,765	3,544,906
1917	1,595,271	4,528,581	2,790,190
1916	1,534.090	3,318,224	2,659,503
1915	1,472,392	3,045,144	1,754,332

Funds of estates under administration almost reach the ten million mark—the actual figures being $9,816,000. This represents a gain of three-quarters of a million dollars during 1924.

A healthy growth is noticed in the guaranteed mortgage and pass book certificate department, and investments by the public now reach $5,110,000, an increase of $762,000 for the year.

CANADIAN TRADE INDEX

The 1925 edition of the Canadian Trade Index, just off the press, is the first volume of a series which will now be annual rather than triennial. This is an extremely important improvement in a growing and changing country, and especially is an annual revision necessary during the period when business is uncertain and when the number of liquidations and failures is large. Also, Canadian industry is becoming constantly more diversified and products are coming onto the market every day which had to be ordered heretofore in the United States or elsewhere.

A valuable feature of the new edition is the insertion for the first time of a comprehensive list of cable addresses and codes used by Canadian manufacturers. So keen is competition in international trade to-day that no feature which is directed to simplifying the transfer of goods can be overlooked. A manufacturer's prices may be in line with those of his competitor abroad, and the qualities may be comparable, but to the Oriental or South American buyer it means much to know exactly what code is used and what is the code address of a reliable producer of a certain class of goods.

Electrical Energy
in the City of Montreal

RELIABLE
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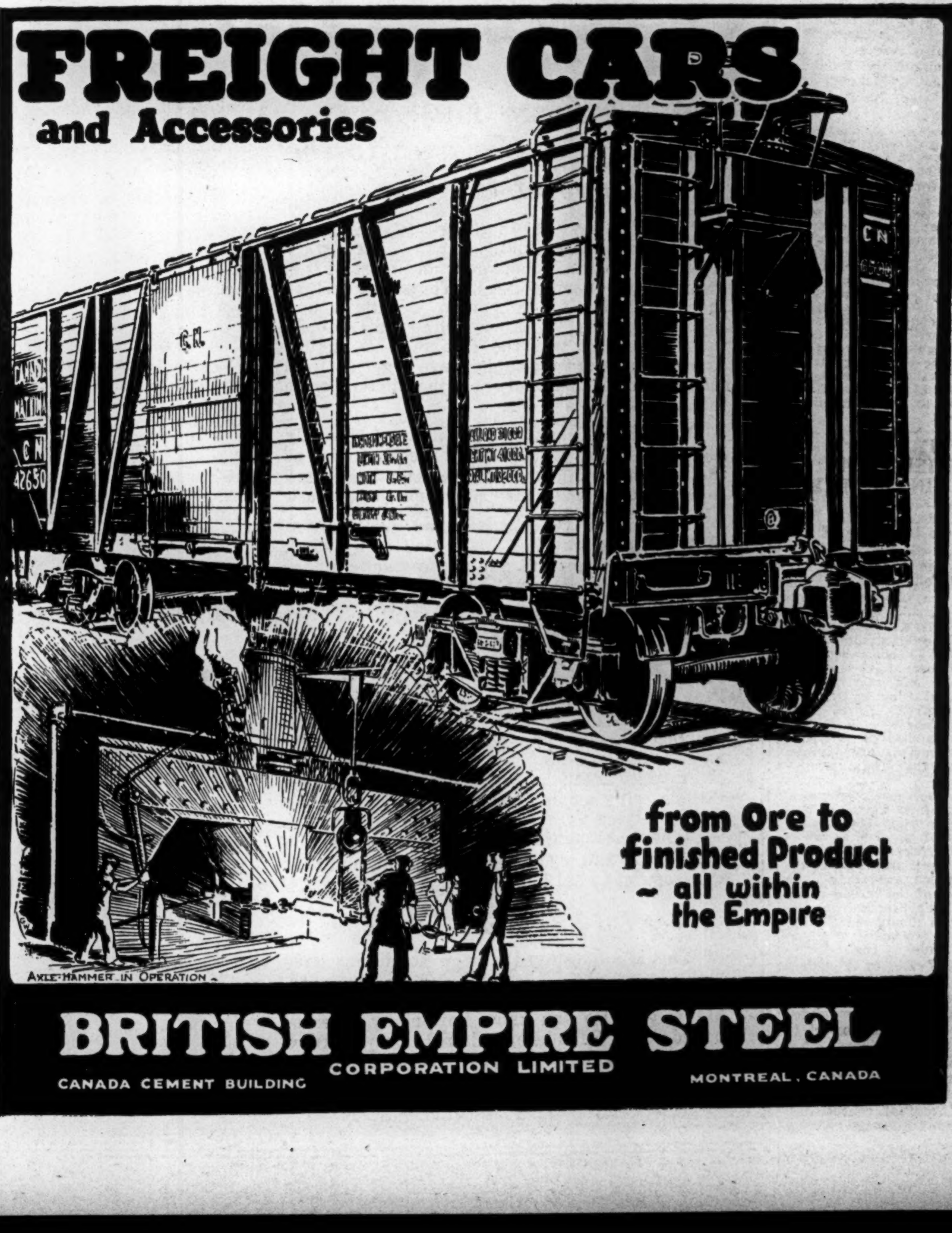
1924 Record Year 1924
The Most Progressive of 53 Years Steady Growth
Expense Rate Decreased *Low Mortality Ratio*
Largest Surplus Earned in Any Year
New Insurance written and revived ....$ 34,161,846.00
Total Insurance in force Dec. 31, 1924 .... 184,480,802.00
Total Assets 40,625,490.00
Total Income 9,186,548.00
Paid Policyholders and Beneficiaries 3,539,198.00
Total Amount Paid and Held on Policyholders' Account in 53 years
$88,785,886.00 C. S. MACDONALD, *General Manager*



FREIGHT CARS
and Accessories
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BRITISH EMPIRE STEEL
CORPORATION LIMITED
CANADA CEMENT BUILDING MONTREAL, CANADA

A REDUCTION IN TAXATION NEEDED FOR PROSPERITY

Financial Leaders Warn That Situation is Not Healthy

The serious handicap that business is bearing because of high taxation is one feature of the present situation which has been referred to by practically all heads of financial and industrial institutions in reviewing past and present conditions and the outlook. At the annual meeting of the National Trust Company this week, E. W. Rundle, the general manager, pointed out that the amount required to meet Dominion, provincial and municipal taxes has increased substantially. He emphasized the fact that $61,769 was set aside for these purposes, or an amount equal to 17 per cent. of the net earnings, as compared with taxation amounting to 4½ per cent. of the net earnings in 1914.

Mr. Rundle sounded a warning note in connection with the piling up of indebtedness. Even with the expenditure reduced to a minimum, he said, there would still be a heavy burden of taxes to carry, so that the volume of business in Canada must be expanded before this country shall have fully compassed the burden.

Mr. Rundle referred in some detail to Canada's joint problems of taxation and immigration. The solution of the latter issue, he declared, would point the way to a lightening of the taxation burden. It was sound policy, he asserted, to bring more people to Canada even at a time when there is unemployment, and he recounted the country's experience of 30 years ago when the settlement of Western Canada created demands that quickened industry and business generally. He felt that a similar result would accrue from more intensive settlement in the West.

Nanton and Bogert, Too

The necessity for reducing taxation to bring about prosperity was also referred to at the annual meeting of the Dominion Bank by the president, Sir Augustus Nanton. He said:

> To my mind there are several salient points which need to be carried out in order to bring general prosperity to Canada. Taxation, through strict economy of our governments, must be cut down, so that the taxes in Canada at least do not exceed those levied in the United States. The present heavy taxation, which falls chiefly upon the rich, has stifled enterprise, and therefore reacts on the rank and file, who are eventually the chief sufferers.

C. A. Bogert, general manager, pointed out that in the case of the Dominion Bank, the item of taxation alone for the past year, that is Dominion and provincial taxes, totalled almost 3 per cent. of the paid-up capital, not taking into consideration business taxes and taxes on property, which accounted for an additional 4 per cent. Total disbursements for taxation in Canada during 1924 amounted to about $418,000. Furthermore, during a long period of rising costs of operation, banking charges to a somewhat exacting public remained virtually at a pre-war level, or lower, being quite out of line with those of other organizations giving service to the community.

Taxation was also referred to at the annual meeting of the Bank of Nova Scotia by J. A. McLeod, the general manager, who, in this connection, said:

> "Last year onerous taxation was pressing upon industry in Canada. There has been no improvement in this situation during the year and if business is to be revived some relief from the burden of taxation will have to be given. There should be such economy in all departments of government as will permit of some reduction of taxes, in order to encourage the business man to go ahead with new projects in the expectation that he, and not the tax collector, will reap the whole benefit of his industry. The British and United States governments have already made substantial tax reductions, but the tendency of Canadian taxes has been steadily upward. If we are to maintain and develop our foreign trade, our producers and exporters must not be handicapped by a heavier scale of taxation than applies to their competitors in other countries."

BOARDS OF TRADE ASK RELIEF FROM BUSINESS TAXES

(Continued from page 1)

been hoped at the beginning of last year.

Other changes in the income tax suggested are as follows:

(a) Exempt income tax paid to countries other than Canada, provided that all income derived from sources outside of Canada must be included with income derived from within Canada, when computing the total income of the taxpayer; and further, that, in any event, the taxpayer's income tax shall not be less than if computed on income derived from Canadian sources alone.

(b) Exempt taxes paid to provincial or municipal governments upon income also assessable by the federal government and

(c) Permit the averaging over a period of three years of the income of persons engaged in business. The elimination of duplication of taxation, as far as possible, by conferences with the governments of the several provinces and the thorough investigation and study by a board or committee of the various modes of taxation and their practical application, with a view to simplifying and improving the various systems.

The request made to the Government on the tariff was to the effect that the tariff should be raised to meet the increases in tariffs made by other countries, it being pointed out that Canada could not expect to lower her tariff at a time when other countries generally are raising theirs. It was also represented that the British Preference should be based on a policy of mutual concessions, and not on that of give all and get nothing.

There is a general recognition now among those who have the interest of the manufacturing industries at heart that a mistake was made in lowering the tariff and thus depriving the country of an instrument which could have been used to secure a compensating revenue and thus have made possible the reduction of the income tax.

The deputation received a very respectful hearing, but there is no disguising the fact that the demands on the government for revenue greatly circumscribe the possibility of action.

CHARTERS IN SIMILAR NAMES CONFUSING

Laxity in Prov. Offices Causes Expense and Embarrassment to Established Firms

From Our Own Correspondent.

MONTREAL.—Serious objection is being taken by a number of business houses to the laxity that seems to prevail in some provincial offices in granting of charters, and in the names that the incorporators are allowed to take. A case in point was the recent granting by the Quebec office of the provincial secretary of the name "Quebec Paper Mills" to a company, twelve days after another company had been incorporated under the name of "Quebec Pulp and Paper Mills." This latter company, which is taking over the assets of the Saguenay Power and Pulp Corporation and affiliated companies, is now raising a strenuous protest against the continuance of the name of the "Quebec Paper Mills" for the company which was recently formed by interests said to represent Baron Rothermere, British newspaper and periodical publisher. The fight may be carried to the floor of the provincial legislature when the private bills committee meets.

Another recent example of official laxity was the granting of a charter of incorporation to a firm known as, let us say, Blank, Smith and Company when Messrs. Blank and Smith withdrew from the incorporated firm of Blank, Smith, Stone and Company. As the two firms occupied offices in the same building, and carried on the same type of business, much confusion resulted. At one time the outline of a highly confidential financial scheme involving a large sum, and addressed to Blank, Smith and Company, was delivered by the post office to the other firm, who, therefore, got hold of information worth much to them. Finally, the situation became ridiculous when the bill of the legal firm that drew up the charter for Blank, Smith and Company was delivered to their competitors. This crowning touch of irony was the final inducement to the provincial authorities to require Blank, Smith and Company to change their name to something less confusing.

That other provinces besides Quebec err was seen when an Ontario charter was recently granted to a weak and unpromising financial house in that province that had copied the name of a stronger and better known house of considerable prestige locally. When the latter objected, the new company was asked to change its name. In each of the two cases mentioned, legal expenses in connection with protecting the established name were heavy and embarrassing.

CITY OF HULL

Canada, Province of Quebec, District of Hull.

OFFICIAL CALL FOR TENDERS

Public notice is hereby given that the Council of the City of Hull, will receive from now until four o'clock P.M., Monday, the 9th day of February next at the office of the undersigned to be taken into consideration by the City Council at eight o'clock in the evening or immediately after such hour as soon as the Council will be ready for the opening of the tenders, written tenders for the purchase of $267,000.00 debentures of the City of Hull, with coupons attached for interests, issued for local improvements as sewers, sidewalks, pavements, water works, implements, consolidation of the floating debt, etc. Said issue of $267,000.00 being a portion of the total issue of $650,000.00 authorized by the By-law No. 246 of the City of Hull. Said debentures and interests are payable at the branches of the Provincial Bank of Canada, in Montreal or in Quebec, or at the City Treasurer's Office in the City of Hull, Que.

Debentures dated, 1st November, 1924

Interest 5 per cent., payable semi-annually on the 1st of May and November each year. The capital, denomination and maturity according to the table hereunder:—

By-law No. 246—

Quantity	Denomination	Date of Maturity	Total Amount
15	$1,000.00	1st Nov. 1928	$15,000.00
16	1,000.00	1st Nov. 1929	16,000.00
15	1,000.00	1st Nov. 1930	15,000.00
3	500.00	1st Nov. 1930	1,500.00
16	1,000.00	1st Nov. 1931	16,000.00
3	500.00	1st Nov. 1931	1,500.00
17	1,000.00	1st Nov. 1932	17,000.00
3	500.00	1st Nov. 1932	1,500.00
19	1,000.00	1st Nov. 1933	19,000.00
20	1,000.00	1st Nov. 1934	20,000.00
10	1,000.00	1st Nov. 1935	10,000.00
3	500.00	1st Nov. 1935	1,500.00
12	1,000.00	1st Nov. 1936	12,000.00
11	1,000.00	1st Nov. 1937	11,000 00
3	500.00	1st Nov. 1937	1,500.00
12	1,000.00	1st Nov. 1938	12,000 00
3	500.00	1st Nov. 1938	1,500.00
14	1,000.00	1st Nov. 1939	14,000.00
13	1,000.00	1st Nov. 1940	13,000.00
3	500.00	1st Nov. 1940	1,500.00
14	1,000.00	1st Nov. 1941	14,000.00
3	500.00	1st Nov. 1941	1,500.00
16	1,000.00	1st Nov. 1942	16,000.00
17	1,000.00	1st Nov. 1943	17,000.00
18	1,000.00	1st Nov. 1944	18,000.00
			$267,000.00

An accepted cheque representing one per cent. of the issue must accompany each tender. The cheque accompanying such tenders which will not be accepted, shall be returned immediately.

All tenders must mention if the price includes or not the accrued interest on the coupons at the time of delivery from the 1st of November, 1924. They shall be under seal with the indication "Tenders for Debentures" and addressed to the "City Clerk," Hull, Que.

The present issue has received the approval of the Lieutenant-Governor in Council of the Province of Quebec, on the 30th day of December, 1924.

The City Council does not bind itself to accept the highest or the lowest or any of the tenders.

GIVEN at the City Hall in the City of Hull, on this 13th day of January, 1925.

H. BOULAY, City Clerk,
Hull, Que.

The Consolidated Mining and Smelting Co. reports ore receipts at Trail Smelter for the period Jan. 8 to Jan. 14, at 9,729 tons.

DEBENTURES FOR SALE

Town of North Bay

Tenders for the purchase of $435,000.00 5½ per cent. Local Improvement Debentures of the Town of North Bay are invited and will be received up to 12.00 noon on Saturday, February 14th, 1925.

These Debentures are issued to pay the cost of permanent street paving and are repayable in Twenty (20) equal annual instalments at the Royal Bank, North Bay, Ontario, and both purchase and repayments are to be in North Bay funds.

Bidders are requested to mention the name of his or their legal advisers, to securely seal the tender, to endorse upon the envelope the words "Tender for Debentures" and to address the same to the undersigned.

The highest or any other tender not necessarily accepted.

WM. N. SNYDER,
Town Clerk.

Dated at North Bay this 16th day of January, 1925.

CAPABLE EXECUTIVE
with
Excellent
Accounting
Knowledge

Desires to locate with growing firm in Central or Western Canada or Northern States.

A Practical Man.
Highest References.

Moderate Salary
Full Data First Mail

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EXECUTIVE - BOX 45
TRURO, Nova Scotia

Quebec's Liquor Sales Again Big Profit Source

From Our Own Correspondent.

MONTREAL.—The importance of the liquor trade as a source of provincial revenue in Quebec was for the third time demonstrated when the legislature at Quebec City was informed this week that in the year to April 30 last profits on liquor sales, plus revenue from licenses, etc., totalled $5.754,370. That the Quebec liquor trade is one of the biggest businesses in Canada was indicated by the fact that total revenue, chiefly represented by sales of liquor, totalled $19,812,781.

A million dollars was put into a working capital reserve and $150,000 put into insurance reserves, thus reducing the surplus available for the provincial revenues to $4,604,370. It is expected that the revenues will be somewhat reduced during the current year.

IMPERIAL OIL

LIMITED

To Holders of Registered Shares and Holders of Bearer Share Warrants

REGISTERED SHARES

TAKE NOTICE that the existing REGISTERED shares of the Company, of a par value of $25.00 each having been converted into shares without par value, Stock Certificates for the existing REGISTERED Shares now outstanding may, after the second day of February be deposited ONLY at the Office of the Company, 56 Church Street, Toronto, for cancellation and exchange for new Certificates for shares without par value. Each share of the par value of $25.00 having been converted into four shares, without par value, the new Certificates for shares without par value will be for four times the number of shares represented by the existing certificates surrendered for exchange.

SHARE WARRANTS

SHARE WARRANTS must be surrendered with Coupons 23 to 40 both inclusive attached, as soon as possible after the second day of February either at the Head Office of the Company, 56 Church Street, Toronto, or at The National City Bank, 55 Wall Street, New York, and upon such surrender new Share Warrants will be delivered for shares without par value at the same ratio as that mentioned above, namely—four shares without par value bearing coupons number 1 to 20 inclusive for each par value share of $25.00 represented by the Warrants surrendered for exchange.

To avoid delay and confusion in receipt of the next dividend, Shareholders should, if possible, deposit their existing Certificates or Share Warrants for exchange prior to the fourteenth day of February, 1925.

NOTE: Coupons No. 23 to 40 inclusive now attached to outstanding Warrants for par value stock are cancelled and will no longer carry any dividend rights.

Certificates and Warrants forwarded by mail shall be at the risk of the sender and should be registered and insured by the sender. Certificates or Warrants returned by the Company to holders will be likewise registered and insured.

BY ORDER OF THE BOARD,
E. V. A. KENNEDY,
Secretary.

CANADIAN PACIFIC

Toronto—West St. John Through Sleeper Service

In connection with the Eastbound sailings of the Canadian Pacific S.S. Montcalm on January 30, a through standard sleeper will be operated by the Canadian Pacific from Toronto direct to the ship's side at West St. John as follows:

Leave Toronto, January 29, 9.00 A.M., arrive Montreal 5.10 P.M.

Leave Montreal 7.00 P.M., arrive West St. John (ship's side), 12.20 P.M., January 30.

This direct service it is confidently expected will prove a great convenience to travellers to Great Britain.

The Canadian Bank of Commerce

Dividend No. 152

NOTICE IS HEREBY GIVEN that a dividend of Three per cent. upon the paid-up capital stock of this Bank has been declared for the quarter ending 28th February, 1925, payable at the Bank and its Branches, on and after Monday, 2nd March next, to shareholders of record at the close of business on the 13th day of February, 1925.

By Order of the Board,
JOHN AIRD,
General Manager.

Toronto, 16th January, 1925.

BANK OF MONTREAL

NOTICE is hereby given that a DIVIDEND of THREE per cent. upon the paid up Capital Stock of this institution, has been declared for the current quarter, payable on and after Monday, the SECOND day of MARCH next, to Shareholders of record of 31st January, 1925.

By order of the Board.
FREDERICK WILLIAMS-TAYLOR,
General Manager.

Montreal, 20th January, 1925.

The Dominion Bank

NOTICE IS HEREBY GIVEN that the Annual General Meeting of the Shareholders will be held at the Head Office of the Bank, in Toronto, on Wednesday, 28th January, 1925, at twelve o'clock noon.

By Order of the Board.
C. A. BOGERT,
General Manager.

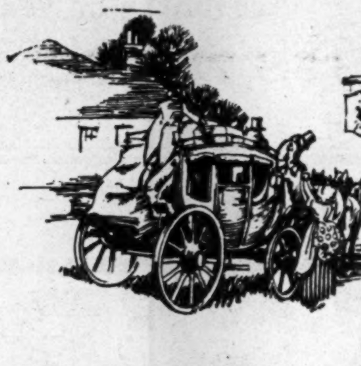
Toronto, 21st November, 1924.

THE MONTREAL CITY AND DISTRICT SAVINGS BANK

The Annual Meeting of the Shareholders of this Bank will be held at its Head Office, St. James Street, on Monday, the ninth of February next, at twelve o'clock noon, for the reception of the Annual Reports and Statements and the Election of Directors.

By order of the Board.
A. P. LESPERANCE,
General Manager.

Montreal, January 7th, 1925.



Roads, That Pioneered Human Progress, Come Back To Their Own

From The Days of the Caravan to the Days of the Car

IT IS a far cry from the caravans of Sheba to the commerce of today. Much of the history of the world lies between; and most of it is grouped about some road. There is romance there; the record of human ambitions and human progress, and always the road has been the pioneer. It was the lure that urged our savage ancestors from the cave's mouth, and merged the family into the tribe and the tribe into the state.

Until modern days the road was the only highway. It has resounded to the hoof beat of the courier, to the whirl of the stage coach and the jolt of the covered wagon and the ox cart.

Then came the railroads and men learned that progress travelled more swiftly by steel. Gone were the picturesque and romantic modes of transport, to be supplanted by the efficiency of steam and steel.

But the road has come to its own again, with the discovery of the gas engine, and the birth of the greatest industry in human history. Progress has turned again to the roads, not to supplant the railroads but to supplement them. Commerce has demanded a mobility that steel and steam alone cannot give; and so there have come great truck lines radiating out from the rails, serving an untouched country, rendering a new service with a new efficiency. Thus the road becomes again the way of progress, the highway to a new era of development, and thus it becomes of vital importance to you and me.

What Do You Know Of Roads?

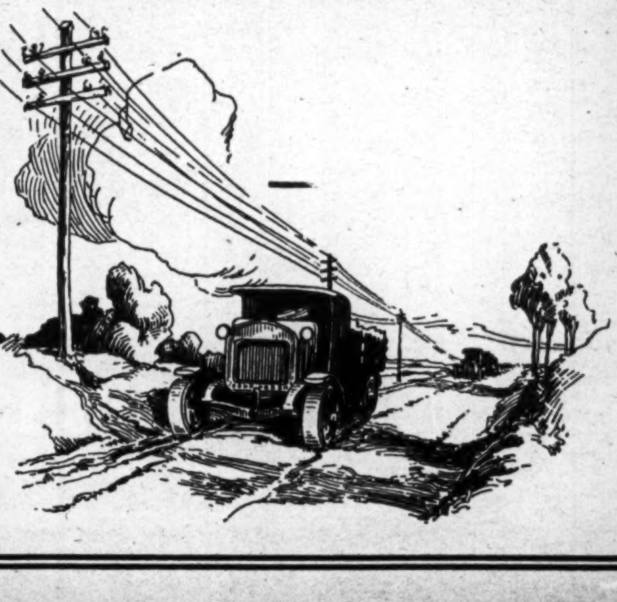
This is a question that new conditions have made important. Do you know, for instance, how much Canada has invested in improved highways? Do you know how many miles of paved roads Canada can claim? Do you know what is being done to improve existing roads, or to construct new ones? As a manufacturer or wholesaler, as a merchant or as a pleasure seeker, this information is of value to you. It may help you to adapt your business to new conditions, to arrange sounder methods of distribution.

To do this, or even to consider this, you will need to know what other similar agencies have done to make the roads work for them. You will have to know how truck transportation is permitting the opening of new sections, and making what were once isolated localities, suitable manufacturing centres.

And in the consideration of any of these problems there are still other questions you will wish to see considered. What is heavy trucking doing to the roads? How can these disadvantages be overcome? What is a proper method of apportionment of taxes to meet this situation?

These are matters of vital importance to many people, and of interest to a still wider field. These and many other questions are the burden of the articles that will feature

The
Highway Transportation Number
of
The Financial Post



This Is Your Opportunity To Reach Big Buyers

SUCH an issue will naturally focus the attention of a wide number of people on road transportation. It will raise questions in their mind. It will suggest the possibility of new methods of transport. It will suggest to municipalities the growing value of good roads. This, surely, presents an opportunity. You have the interested attention of manufacturers, business men, financial men, bankers, government and civic officials. They are the class who constitute the subscribers of The Financial Post.

If you are a truck or bus manufacturer, or if your interest is automobiles or tires, or any associated industry, your message could not be better placed than in this issue, where readers are pondering new methods of transport.

If you are a manufacturer of cement, culverts, paint, oil, or any commodity used in the upkeep of roads and bridges, the presentation of your product's merits in this issue, will place it before men and groups of men who are considering road conditions and their effect on the prosperity of their locality.

It is an appeal addressed to an interested listener; an appeal therefore that is sure of an active attention.

COUPON

If you are interested in this issue; or if you are anxious to know how this issue can best serve you, please give this matter your prompt attention. The issue will appear on February 20th. Your name and address will bring full information regarding the issue and its advertising rates.

Name ....

Address ....

THE FINANCIAL POST
143 University Avenue Toronto
Southam Building Montreal

WOULD DRAW ON THE PUBLIC PURSE FOR FARM LOANS

Ottawa Sure to Feel Pressure During Coming Session

IDEAS OF "EXPERTS"

Most of Them Have Obtained Their Plans by Reading Up On Information Gathered in the United States

From Our Own Correspondent.

OTTAWA.—The proceedings at the United Farmers of Alberta annual convention indicate that banking and credits for farmers will receive considerable attention during the approaching session of parliament. The Alberta members have been the leaders in this agitation all through the present parliament, and as they are young and aggressive, may be expected to see the matter through.

As far as can be learned they are after two kinds of farm credits. The first of these is for credits extending from nine to three years; the second is long term credits. As for credits up to nine months, it is claimed that the banks already provide these effectively.

In the main the agitation follows the lines laid down in the United States. This is natural, for after all the Americans have collected a lot of information on this subject. All the average person has to do to be convinced that he is an authority on the theory of the subject is to read the ponderous documents.

There seems to be a certain amount of indecision as to how the intermediate credits could be worked out, that is the credits for from nine to thirty-six months. It will be suggested that the Dominion government should come forward with the required capital for the starting of farm credits banks. In the United States this was done to the extent of nearly $60,000,000. Whether all this was used or not is not known, but the money was made available.

Bevington's Plan

The plan for the working out of the long term credits suggests that Mr. Bevington, the "expert" who spent much time in attendance on the banking and commerce committee two years ago, has had much to do with it. It proposes that the provincial governments, on the authority of their legislatures, shall be authorized to deposit provincial bonds with the treasury board at Ottawa, as security for Dominion notes to be used for farm credits. Money thus secured would be loaned to farmers under first mortgage security to the extent of 50 per cent. of the value of the land in question, the value to be determined by the land's productivity. The farmers would get their money at not more than one per cent. higher than the province paid for it. The principal would be repaid on the amortization plan.

It would seem as though one of the difficulties in putting through these proposals would be found in the reluctance of the government under present conditions to undertake new commitments. As has already been pointed out, the federal government in the United States placed $60,000,000 at the service of its long term scheme. Then a large sum of money has been secured through the selling of federal Farm Loan bonds, which are attractive to investors in that they are tax-free. In addition the agricultural situation has been relieved through the operations of the War Finance Corporation.

Cool on Farm Credits

Not so much is heard here now about agricultural credits. This gives rise to the impression that there has been a cooling off towards them. There is no doubt that many believe that with the improvement in the western farm situation, due to the high wheat prices, matters may be allowed pretty much to take care of themselves. On the other hand the fact that the old wheat board surplus has been divided among the needy farmers is an official admission that need exists.

If the government goes into the scheme on a worth-while scale it will have to make advances that in the aggregate might amount to $40,000,000 or $50,000,000. To give anything like accurate estimates were impossible, but for temporary relief alone $15,000,000 was mentioned as a probable sum last year.

President Tory, the government's advisor on the farm credits problem, has been here and it is considered probable that he took up the subject with the acting minister of finance. It is understood that he will come again next month. It is certain that he will be subjected to a great deal of questioning before the banking and commerce committee. The government will also come in for its share of attention on this subject in the house.

Last Year's Tourist Ads. Were Paying Proposition

From Our Own Correspondent.

SYDNEY.—Gratified with the results from last summer's experiment of advertising for tourists, Cape Breton county council has voted $1,500 for preliminary publicity work on an ambitious scheme to attract more American motorists in 1925. Plans include celebrations of the anniversaries of the landing of the first trans-Atlantic cable (at North Sydney), the erection of the first trans-Atlantic wireless towers (at Glace Bay) and the capture of Louisburg by New England troops. Governors of eastern States, which in 1745 furnished men and money supplies for this enterprise, will be specially invited.

Frank P. Jones Suggests Tariff Based on Uniform Rates of Duty

President of Canada Cement Company Would Have Customs Tariff Framed to Protect Labor and Provide Revenue, Without Favoritism or Discrimination

By **FRANK P. JONES**, President, Canada Cement Company.

Frank P. Jones, whose suggestions for a revision of Canada's tariff are published below, is president of the Canada Cement Company and a former general manager of Dominion Iron and Steel Corporation. He is recognized as one of Canada's strongest industrial executives. The article below is a transcript of Mr. Jones' recent speech before the Commercial Society of McGill University.

I am not going to attempt to discuss free trade versus tariff, and am not going to discuss tariff from any political standpoint. Any remarks I may make about tariff can be applied equally to our present government, its predecessor, and all Canadian governments before that. My contention is that if we are to have a tariff, and we have one in Canada, we should only have it for two objects:

1. To produce revenue, which unfortunately in this country with our debt we very much require.
2. To employ labor and develop the country.

They are the only two logical reasons for a tariff, and if the tariff will accomplish these two objects, it will be all that it was ever intended to do.

Our present tariff falls far short of accomplishing these objects.

To-day's tariff has been made by persons running to Ottawa and expressing their views. The tariff has been framed, not to produce revenue and employ labor, but to meet the views as expressed in Ottawa from time to time by different deputations.

Tariff Unevenly Applied

From a revenue standpoint, our tariff is a complete failure. Our importations into Canada in round figures are a billion dollars per year. In 1921 our imports reached $1,240,000,000; in 1922 they dropped to $747,000,000, in 1923 they were $802,000,000, so that they are now on the upgrade. In 1923 the revenue produced from customs was $130,000,000. Four-tenths of the imports come in free, or practically free, one-tenth bear a rate of duty of 5 per cent., another tenth a duty varying from 7½ to 12½ per cent., the remaining four-tenths, or cent., the balance, the remaining four-tenths or practically $400,000,000 produce practically all the revenue that is produced by our present tariff, and the rates of duty vary anywhere up to 40 per cent.

If you had a uniform rate of duty on everything which comes into the country, say a rate of 25 per cent., which, by the way, is approximately the rate of duty paid last year on dutiable goods under the present tariff, the country would get an increased revenue from customs of $120,000,000 per year, and would do this, I contend, without increasing the cost of collection. In fact, a uniform rate of duty on everything would make collection so simple that not only would no additional organization be required, but the cost of collection should be less than it now is, and the increased revenue would enable us to do away with the sales tax and many other obnoxious taxes.

The question is, would a uniform rate of duty increase the cost of living in this country? If it did, it certainly would be a disadvantage, but my contention is that it would decrease the cost of living. I maintain the present tariff is for the benefit of a privileged class of Canadians.

Is There Discrimination?

So-called raw cotton comes in free, although cotton goods have a duty of 25, 30, and, in some cases, 35 per cent. Silica sand, used to make glass, comes in free, although there is a duty of from 27½ to 32½ per cent. on glass bottles.

Over 80 per cent. of the goods, which under our present tariff come in free, are free only to a privileged class, and not free to the people of Canada. Therefore, if a duty of 25 per cent. were collected from the $400,000,000 which now come in free, it would produce $100,000,000 of revenue, and I contend that if this 25 per cent. were applied to all goods, it would not increase, but would decrease the cost of living, because those items which have more than 25 per cent. protection would be cheaper to the consuming public.

Does the present tariff, as it is, employ labor in Canada? It is not framed to do so, and does not do so. For example, black sheets are dutiable to the people of Canada as a whole, but the manufacturer of galvanized sheets is privileged; he brings these sheets in and gets a rebate of 99 per cent. of the duty paid. This does not reduce the cost of galvanized sheets to the consuming public, and the object of protecting this privileged class was evidently to make it so that the galvanizer of black sheets would employ practically $5 worth of labor in this country; but by making these sheets free to these large users, you are preventing or delaying their production in Canada; if these black sheets were produced in Canada there would probably be $60 worth of labor spent on them. Therefore, the present tariff encourages the spending of $5 worth of labor, and prevents the spending of $60 a ton on labor.

The same thing is true of skelp steel. The steel comes in under a duty of 5 per cent. when imported by the manufacturer of pipe, for use in his own factory only. Pipes have a duty of 30 per cent. Ingot molds are free and ingot molds can be, and should be, manufactured in this country.

Rock-crushing machinery is free to the producers of crushed rock. I will tell you of an incident which occurred in the company I am connected with. We wanted to import rock-crushing machinery. The government said: "You will have to pay duty, as you do not manufacture crushed rock." Our answer was: "Do you want us to spend $100 for another charter? If so, we will lease our quarries to a subsidiary company and buy crushed rock from them, and then you will have to let the machinery in free."

Opportunity for Labor

Does our present tariff give labor a fair opportunity? Does it give a uniform rate of protection on labor employed? Does it increase the cost of living to the detriment of the poor man in favor of the rich man?

All specific duties put an unfair burden on the poor man as compared with the rich man. Take tea for example. Tea has a duty of 10 cents per pound. You can buy tea for from 50 cents to a dollar a pound in Montreal to-day. When the poor man drinks tea, he probably pays 50 cents for it, therefore he contributes 10 per cent. of the value of what he drinks to the revenue of the country. The same thing is true of figs, dates, raisins, currants, and all goods which carry a specific duty. They are for the benefit of the rich man rather than for the benefit of Canadians as a whole.

I wish it distinctly understood that when speaking of spring steel, silicon sand, or any other articles for the purpose of illustration, I am not attacking the manufacturers who use these goods, but am using the goods simply for the purpose of illustration.

If you import $100 worth of so-called raw cotton, which under our existing tariff come in free, therefore contributing nothing to the revenue of the country, and spend $100 in labor turning this raw cotton into cotton cloth, it is obvious the cloth has cost $200. The duty on cotton goods ranges from 20 to 35 per cent., and if it is in the 35 per cent. class, the labor is protected to 70 per cent. of its value; that is, if the $200 worth of cotton cloth is imported and bears duty at the rate of 35 per cent., the duty paid is $70, the labor employed in making the cloth is $100, therefore the labor is protected to 70 per cent. of its value.

The coal miner on his labor gets a protection of 10 per cent. or less, and there are many articles which run about the same. My contention is that in protecting the labor employed in the cotton mill to 70 per cent. and the labor employed in the coal mine to 10 per cent., you are doing an injustice not only to the labor employed in the coal mine, but also to the labor in the cotton mill, because by this protection you are so decreasing the coal miner's earnings that he cannot be a good customer for the man who works in the cotton mill.

Under the tariff I propose there would be no such thing as a free list, everything this is imported contributing to the revenue of the country.

How It Would Work

A uniform ad valorem rate of duty on everything will increase the revenue and will give an additional protection on the labor employed in Canada, equal to the rate of duty imposed. To illustrate this, let us assume that we have a uniform rate of 25 per cent. on everything which comes into Canada. Our revenue would jump from $130,000,000 to $250,000,000, and the burden would be equally distributed amongst the people of this country, and they would contribute to the revenue of the country in proportion to what they spend. Labor would have a protection of 25 per cent. on the labor employed in Canada, and possibly an additional 25 per cent. on any profit the foreign manufacturer might make on the goods he exports to Canada.

(Continued on page 22)

This issue having been sold, this advertisement appears as a matter of record only.

NEW ISSUE

$25,000,000

THE BELL TELEPHONE COMPANY OF CANADA

(Incorporated by Act of the Parliament of the Dominion of Canada)

First Mortgage 5% Gold Bonds, Series A

To be Dated March 1, 1925 — To mature March 1, 1955

Of the above $25,000,000 of Bonds, $15,000,000 are being offered in the United States

Interest payable March 1 and September 1. Both principal and interest payable in United States gold coin at the Agency of the Bank of Montreal, in the City of New York, or, at the option of the holder, in Canadian gold coin at Bank of Montreal, Montreal or Toronto. Coupon Bonds in denominations of $500 and $1,000, registerable as to principal only, and fully registered Bonds in denominations of $1,000, $5,000 and $10,000; interchangeable. Not callable prior to 1940. Callable on any interest date, on 60 days' notice, at the following prices plus accrued interest; 105 during the years 1940 to 1951, inclusive, and at par during the years 1952 to 1954 inclusive.

THE ROYAL TRUST COMPANY, MONTREAL, TRUSTEE

Capitalization

(Upon Completion of Present Financing)

Capital Stock, par $100 (authorized $75,000,000) . .	$48,497,200
First Mortgage 5% Gold Bonds, due March 1, 1955 Series A, (authorized $30,000,000)	25,000,000

Mr. L. B. McFarlane, President, has summarized his letter of January 24th, 1925, as follows:

The Company owns and operates the principal telephone system in the Provinces of Quebec and Ontario, serving a territory of 831,837 square miles with 5,500,000 population, including Montreal and Toronto, the largest cities in Canada.

These Bonds will be secured (after April 1, 1925, when $16,750,000 existing Bonds mature and will be paid off out of the proceeds of this issue) by a First Mortgage on all real estate, buildings and telephone plant, now owned or hereafter acquired by the Company. Further Bonds may be issued under this mortgage, but only under certain restrictions specified in the indenture. The authorized issue is limited so that the amount of the First Mortgage Bonds outstanding shall never exceed twice the amount of paid-up capital stock.

Book cost of real estate, buildings and telephone plant, December 31, 1924, was approximately $88,400,000, or over 3½ times the $25,000,000 First Mortgage Bonds. Present actual value greatly exceeds the book cost.

Net earnings during last four years have averaged 4.07 times bond interest charges.

	Gross Revenue	Net Earnings Applicable to Bond Interest	Bond Interest	Net Earnings Times Bond Interest
1921,	$18,796,357	$2,050,475	$942,855	2.17
1922,	20,454,295	3,881,168	947,500	4.10
1923,	22,921,590	4,757,459	947,500	5.02
1924, December Estimated	24,900,000	4,700,000	947,500	4.96
Average 4 years,	21,768,060	3,847,276	946,339	4.07

Total annual interest charges on these Bonds are $1,250,000. Average net earnings last four years were 3.08 times these interest charges.

Dividends on Capital Stock at the rate of 8 per cent. per annum have been paid continuously since January 1, 1891. Present market price $134 per share, or approximately $65,000,000, market value of equity junior to this bond issue.

PRICE 98, YIELDING OVER 5.13%

Payment N.Y. Funds

Interest at rate of 5% per annum to be discounted from date of payment to March 1, 1925

We offer these Bonds subject to approval of counsel and if, as and when issued and received by us. All legal details in connection with this issue will be passed upon by Mr. P. Beullac, K.C., for the Company, and Messrs. Brown, Montgomery & McMichael, of Montreal for the bankers. It is expected that temporary bonds will be ready for delivery on or about 16 February, 1925.

Lee, Higginson & Co.
Royal Securities Corporation Limited
Harris, Forbes & Co. Limited
Bank of Montreal
The Royal Bank of Canada
Dominion Securities Corporation Limited
Wood, Gundy & Co.
Drury & Co.
The National City Company Limited
René-T. Leclerc, Inc.
McLeod, Young, Weir & Co. Limited
Nesbitt, Thomson & Co. Limited
A. E. Ames & Co.
Kerr, Flemming & Co.
Greenshields & Co.
Hanson Bros.
R. A. Daly & Co.
Matthews & Co. Limited
Newman, Sweezey & Co. Limited
Aldred & Co., Limited

The statements contained in this advertisement, while not guaranteed, are based upon information and advice which we believe accurate and reliable.

January, 1925

National Trust Shareholders Survey Company's Showing in Another Year's Progress

Activities of 1924 Reviewed by the President, Sir Joseph Flavelle, Bart., and Mr. W. E. Rundle, Vice-President and General Manager — Estates Under Administration and Deposits Both Show Increases—Mortgage Conditions Improving in the West—Government Rural Credits Have Not Benefited the Agricultural Industry—Company Now Has Hamilton Office—The Promise of 1925.

IMMIGRATION OUR PROBLEM

Burdens of Taxation and Transportation Will be Lightened as Canada's Population Increases—A Visitor's Appreciation.

A year of progress by the National Trust Company, in which a gain of 12 millions in total assets (including a 20 per cent. gain in Guaranteed Funds), extensive improvements in its Toronto Office, and the opening of a branch in Hamilton, were the outstanding events, as summarized for the Company's Shareholders by the President, Sir Joseph Flavelle, Bart., and the Vice-President and General Manager, Mr. W. E. Rundle, at the Annual Meeting on January 27th.

In moving the adoption of the Report, Sir Joseph Flavelle said:

PRESIDENT'S REMARKS

The statement which I have pleasure in presenting to you to-day reflects another year of progress.

We again report a large increase in the assets under administration. These assets now amount to $138,906,734, and testify to the confidence reposed in the Company.

While the functions of a Trust Company are many and varied, the outstanding one is that of acting as Executor, Trustee and Administrator of Estates of deceased persons. It will be gratifying to you, as it is to the management, that the public records indicate the Company is securing its full share of such business. In this connection, I would point out the opportunity which our Shareholders have to recommend the Company to their friends.

A Trust Company's Work

In addition to acting as Executor, Trustee and Administrator of Estates, we act as Assignee, Liquidator, Receiver and Trustee-in-Bankruptcy; we take deposits, we act as agent for the purchase and sale of real estate; we make valuations of real estate; we act as Trustee for bond issues and in various kinds of corporate reorganizations; we act as Transfer Agent and Registrar of the shares of corporations; while there is an ever increasing demand upon us to advise with those who seek counsel regarding their investments. This is a broad field of activity. We have organized our staff with a view to giving expert and efficient service in all these capacities, and to give it with promptitude. It is, therefore, with confidence we solicit the co-operation of our Shareholders in the development and extension of our business.

The Inspection Committee of the Board of Directors, in pursuance of the Company's By-laws, has made its inspection and report to the Board regarding the investments made by the Company, and its report is presented to you herewith. The value and importance of such an inspection, in addition to the usual audit of the books and securities, will be apparent to the Shareholders and to the Company's clients.

Before moving the adoption of the Report, I shall ask the General Manager to address you, and as his remarks will refer in some detail to the Balance Sheet, I shall content myself with this passing allusion to it.

The Company Now in Business in Hamilton

In view of the recent purchase of the assets and business of the Mercantile Trust Company of Hamilton, your Directors believe it would be advisable to give representation on our Board to a few of the Shareholders of that Company, who through the purchase have become Shareholders of the National Trust Company. Hence a By-law will be submitted to you to-day to increase the number of our Directors from twenty-nine to thirty-four.

In the course of the year, your Directors authorized subscriptions to various charitable funds. A resolution in confirmation of these subscriptions will be submitted to you to-day.

I desire on behalf of the Board to express appreciation of the services given to the Company's affairs by the Resident Directors at Montreal and at Winnipeg; also to acknowledge the valuable services of Messrs. Thomson, Dickson & Shaw, and of Messrs. Finlayson, Auld & Mackechnie, the Company's Agents at Edinburgh and Glasgow, respectively.

The General Manager will now address you.

GENERAL MANAGER'S REMARKS

Sir Joseph and Gentlemen:

It gives me great pleasure to present to you to-day a statement of the Company's affairs which I believe you will consider most satisfactory. The Shareholders will recall that recently we purchased the assets and business of the Mercantile Trust Company of Hamilton and the Balance Sheet now submitted includes the figures of that Company.

Business and Profits Larger Than Ever

The net profits for the year 1924 and the assets now under our administration are the largest in the history of the Company. Each succeeding year the public is deepening its appreciation of the advantages of a Trust Company, not only as an executor and trustee in the administration of estates but also as a depositary for the savings of the people. It is, therefore, but reasonable, I think, for the Shareholders to anticipate that the Company will continue to grow so long as it renders a high order of service to those who entrust it with their affairs. In this connection I would like to bear testimony to the loyalty and efficiency of our Staff at all our offices. In a business like ours, nine-tenths of which depends for its success upon the type of service afforded to the public and upon the kindly and courteous consideration given to those with whom we come in contact, the Staff, to my mind, is all-important. To their efforts the report now before you is due in no small measure.

The net earnings for 1924 amounted to $358,262.15, and, together with $204,540.28 brought forward from last year into Profit and Loss Account, enabled the Company to pay $270,000 in dividends to its Shareholders—being at the rate of 12 per cent. per annum; to provide $61,769.65 for Dominion, Provincial and Municipal taxes, other than taxes on real estate; to write off Company's Office Premises $109,386.20, and to carry forward $121,646.58 into the Profit and Loss Account for 1925.

Earnings Small Compared With Service

I submit that the net profits of $358,262.15 are a very modest return to the Shareholders for the care and responsibility of assets amounting to $138,906,734.28. I know of no other business where the net earnings are so small in comparison with the magnitude and importance of the business undertaken, and this abundantly indicates that the charges of Trust Companies for looking after estates and trusteeships are low.

In order to afford better accommodation for the growing demands of our business at Toronto Office, we decided early last year to make extensive alterations, including the erection of additional safety deposit vaults. I am sure that those of our Shareholders who are here to-day for the first time since the alterations were made must be struck with the wisdom of the decision and of the expenditure incurred in making the changes to which I have referred. As you will see from the Profit and Loss Account, the Directors deemed it advisable to write off the whole of the expenditure out of the Profit and Loss Account for 1924. While this is following very conservative lines, its wisdom will, I am sure, carry your judgment.

I think it well to direct the attention of the Shareholders to the large amount which the Company now has to provide each year for Dominion, Provincial and Municipal taxes other than taxes on real estate. You will observe that last year we had to provide for these purposes no less a sum than $61,769.65, or an amount equal to 17 per cent. of our net earnings. In 1914 the comparative figures were $10.967.21, or 4½ per cent. only of our then net earnings. This is an increase of $50.802.44 in our taxation since the war broke out, and is a heavy toll.

Taxation a Problem in Canada

It has now become almost trite to say at annual meetings that taxation is one of Canada's most pressing problems. Everyone feels its burdens. A great responsibility rests upon us all in Canada to co-operate and to support the cutting down of all public expenditure to the barest needs of the country. We often plume ourselves when we hear of the successful flotation of securities by one of our Governments or Municipalities. And yet it seems to me if during recent years it had been less easy for us to float our securities abroad we would have been forced to greater economy, and consequently lower taxation would have ensued. We naturally feel a justifiable pride in the standing of Canadian credit abroad, but, on the other hand, we must discontinue the piling up of indebtedness if we are to avoid trouble. But even with expenditures reduced to the minimum there will still be a heavy burden of taxes to carry, so that we shall also need to expand the volume of business in Canada before our country shall have fully compassed the burden. Our people must unite in finding some constructive method of accomplishing this. To this point I intend to give further consideration in a moment when dealing with the question of immigration.

There are a few observations I would like to make with respect to the assets and liabilities of the Company as shown in the Balance Sheet before you. Before dealing with particular items, however, I would point out that the Directors and the Management, after a careful review of the Company's investments, including, of course, its mortgages, are able to assure you that all the assets of the Company, whether held on Capital or on Guaranteed Trust Account, are carried in the Balance Sheet at figures well below present market prices, and that ample provision has been made to take care of all contingencies.

A year ago the Company's paid-up Capital stood at $2,000,000, with a Reserve Fund of an equal amount. The Capital and Reserve now stand at $2,250,000 each. The increase of Capital was made in connection with the taking over of the Mercantile Trust Company, while the purchase of that Company also enabled an increase to be made to the Reserve Fund of an amount corresponding to the new Capital issued.

Growth in Deposits and Other Guaranteed Funds

Our Deposits continue to grow, and show an increase during 1924 of more than 20 per cent. over the previous year, which I am sure you will agree is a gratifying record. Our Guaranteed Trust Certificates, issued and repayable at fixed periods of from two to five years, also show a substantial increase during 1924—an increase corresponding to that of the increase in our Deposits. These increases in Deposits and Guaranteed Certificates manifest public confidence in the Company to a striking degree.

The annual inspection of the Company by the Ontario Government, as provided by the Provincial Act, took place during the year.

Now regarding the assets enumerated in the Balance Sheet, notwithstanding that during 1924 we acquired, through the taking over of the Mercantile Trust Company, an office building with safety deposit vaults in the City of Hamilton, and expended a large sum in alterations at Toronto Office, we are still able to carry our office premises and safety deposit vaults at Toronto, Montreal, Hamilton, Winnipeg, Saskatoon and Edmonton at low figures in our Balance Sheet, namely, $550,000. These premises and vaults are worth substantially more, but your Directors believe you will agree that it is well to tie up as small an amount as possible of the Company's Capital in office buildings.

How the Company Handles Its Guaranteed Funds

The next asset with which I desire to deal is that of properties foreclosed under mortgage and shown in the Balance Sheet under Capital Account at $373,640.07. This is an increase over the figures shown a year ago. If you refer to the Balance Sheet you will find we have no foreclosed properties under Guaranteed Trust Account. The reason is that if and when any mortgage held for our Guaranteed Trust clients begins to give trouble and has to be foreclosed, we forthwith transfer it from our Guaranteed Trust clients and take it over for ourselves on our Capital Account, replacing the doubtful mortgage with one regarding which there is no question. In this way there can never be the slightest doubt as to the character of the securities we hold on Guaranteed Trust Account.

Mortgages in the West

The item of foreclosed properties has naturally received special attention from your Directors and the Management. I would point out that our total claims against the properties foreclosed amount to a sum greater than that shown in the Balance Sheet, but we have thought it wise and prudent to make ample appropriations for possible losses in connection with foreclosed properties. Hence the knife has been put deep into our claims against them, and the latter are placed in the Balance Sheet at figures even much below what we believe they will ultimately realize. We are still able to say that while during the twenty years we have been lending in the West we have made some small losses on mortgages which had to be foreclosed, these have been more than taken care of by the profits we have made on the sale of other foreclosed properties. A year ago we hardly believed we would have been able to say this to you to-day, and while sales of foreclosed properties during 1924 were not at all active, yet we did sell several of them. Some were sold at a profit, others were sold at a loss, but, taking the sales as a whole, the profits exceeded the losses. This result, however, can be appreciated when we bear in mind that our farm loans in Manitoba, Saskatchewan and Alberta averaged from $7.50 to $9.50 per acre only, exclusive of the value of the farm buildings.

I would remind the Shareholders that it has been the custom of the Company for many years to set aside annually, before declaring its profits, an appropriation to meet possible mortgage losses. We recognized from the inception of our mortgage loan business in Western Canada that the higher rates of interest charged to borrowers there were due to the somewhat greater risks involved in loaning in the West. Consequently we believed that prudence and sound finance dictated that even during the years when mortgage interest was being promptly met and when little, if anything, was heard of foreclosures, something should be prepared and laid aside "for a rainy day." These appropriations have now naturally reached substantial figures, and we feel confident they will be ample to take care of all contingencies. Our foreclosed properties are all in the Provinces of Manitoba, Saskatchewan and Alberta. We rarely have to foreclose a mortgage east of the Great Lakes, and very seldom in this territory does mortgage interest remain unpaid for more than a month or so.

Western Interest Payments Improving

Interest collections on our mortgage investments in Western Canada were better met in 1924 than for some time previously. A comparison of our Balance Sheet for 1924 with that of a year ago shows that while our mortgages have considerably increased during the past year the interest due and accrued thereon is even less than it was twelve months ago.

Conditions in the Prairie Provinces

Conditions in Western Canada have undoubtedly improved in the last two years, and, as a result, all evidence points to a better and more hopeful feeling to-day in our Prairie Provinces than has existed there for some time. The crops in 1923 were exceptionally large in volume. Those in 1924, while not as large, have commanded a much higher price. There are some districts which were unfortunate in the crops they harvested, but in a territory so vast as that of our Prairie Provinces we cannot expect uniformly good crops at all times in all districts. We are sure to meet some disappointment every year. Moreover, experience has shown that a limited number of areas in the West were years ago opened for settlement which it would have been better not to have colonized. In the opening up of new countries of great areas it is inevitable, however, that mistakes will be made. One only has to consult the history of other new countries to find confirmation of this. In this respect I think we in Canada have done well on the whole, and our record will bear a comparison with other countries not to our discredit. In saying this I am not offering excuses for the mistakes Canada has made, but I do think that Canadians have been too prone of recent years to magnify the mistakes and the misfits in the country and overlook the great mass of the people who have done well. Canada has bettered our lot. It never was true, as some would have had us believe a few years ago, that the majority of the farmers in Western Canada were in trouble such as they could not hope to escape from. There has never been any question but that the farmers of our West—with the exception of a relatively small percentage—would pull through their troubles, whatever these might be, if given reasonable time, without assistance from anyone and as a result of their own industry and resourcefulness. The efforts and results of the last two years are proving this. Western indebtedness has been materially reduced. Unnecessary expenditure has been largely cut down. The land has been handled in such a way as to give in large measure the maximum of production with the minimum of cost. The fundamental virtues of hard work and economy have been practised. There is no doubt but that one of the reasons why our manufacturers and our merchants in the East are experiencing much less business is because the proceeds of Western crops are being applied to the payment of debt or in accumulating savings rather than to the purchase of new commodities. Whatever our difficulties may be —and we have difficulties of a substantial nature—the history of Western Canada during the last twenty-five years clearly shows they are man-made rather than being due to any fundamental defect in the country itself. In 1898 the production of wheat in the West was but 32 million bushels, while the average for the last three years is 354 million bushels. Other field crops show equally remarkable growth. We often speak in disappointed tones of the development of mixed farming in Western Canada, and I think there is some reason for so doing. And yet when one looks at the comparative figures now with those of twenty-five years ago for cattle, sheep, swine, poultry, dairy products, egg production, honey production, and even for those of certain small fruits, one cannot but conclude that a great work of development in a country with great opportunities has been going on in our West over the course of the last quarter century. I doubt if there are many, if any, other parts of the world to-day which still offer as great opportunity as do our Prairie Provinces for the agriculturist with small means and who desires through his own will and effort to accomplish a gratifying measure of success.

Paternalism Not a Remedy

There has been a tendency on the part of some of our Provincial Governments to attempt to give relief by what is usually spoken of as paternal legislation. I sincerely believe that, on the whole, such legislation has not lessened hardships but has actually increased them. There are some signs that the truth of this is beginning to be recognized by the people of the Provinces themselves where such legislation has been enacted. But there are still some who hanker after false gods, and, notwithstanding that one of the evils from which we in Canada are suffering today is the extension of too much credit rather than of too little credit, there are those who would have Governments enter still more largely into various schemes of granting credit. At the last session of the House of Commons a committee of the House was appointed to look into the question of Rural Credits by the Dominion Government. It was urged that Canada should constitute a Federal farm loan system similar to that in operation in the United States. In view of this, it will not be out of place here, I think, for me to call to your attention some of the remarks made by Professor James B. Morman, Economist to the United States Federal Loans Board, who says in his recent volume dealing with Rural Credits in that country:—

What the United States Have Proved

"On March 27, 1923, six years had elapsed since the first loan was made under this system. To-day three clearly defined tendencies are noticeable: (1) Many borrowers have already increased their mortgage indebtedness by additional loans when the farm appraisements warranted such an increase; (2) many borrowers have been unable to pay the instalments on their loans, and the Federal Land Banks are carrying a steadily increasing amount of delinquent payments; and (3) many farmers coming in as new borrowers are mortgaging their farms to pay off short-time or personal indebtedness incurred during the past few years as a result of unprofitable farm operations.

"These tendencies are plainly discernible in general rural credit conditions throughout the United States, and they are corroborated in the case of thousands of loans made through the Federal Farm Loan System. They are not very promising for the future of agricultural development. The Secretary of Agriculture has already warned the country of the danger of too easy credit conditions. The danger is in our midst and has not been removed by the amortization of farm mortgage loans. In fact, it is likely that this method has increased rather than decreased the danger. Thousands of farmers have already become delinquent in their instalments under the easiest method of repaying farm mortgages yet devised, so that it is evident that interest-bearing debt is one of the greatest dangers to future improvement in agricultural conditions."

Whatever difficulties the farmers of Western Canada have been faced with in the last few years, we all know they have not been comparable to those which have had to be met by the farmers of the Mid-West States of the American Republic. I do not think it is unfair to say that if we had had a Dominion Rural Credits scheme in Canada in recent years not only would our Western farmers be in a much worse position than they are in to-day, but the taxes of all the Canadian people would have had to be considerably increased to meet inevitable large losses.

Immigration the Way to Betterment

Taxation and transportation are undoubtedly two of the most important problems now confronting the Canadian people for solution, and yet I be-

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ON GUARD

National Trust Company

Limited

PROFIT AND LOSS ACCOUNT

For Year ending 31st December, 1924

Balance 31st December, 1923	$204,540.28
Net Profits for the year after deducting Cost of Management, Directors' and Auditors' Fees, Contingencies, etc.	358,262.15
	$562,802.43
Appropriated as Follows:—	
Quarterly Dividends: Nos. 97 to 100, at the rate of 12% per annum	$270,000.00
To provide for Dominion, Provincial and Municipal Taxes other than Taxes on Real Estate	61,769.65
To write off Company's Office Premises	109,386.20
Balance Carried Forward	121,646.58
	$562,802.43

Balance Sheet, 31st December, 1924

ASSETS

Capital Account:			
Office Premises and Safe Deposit Vaults at Toronto, Montreal, Hamilton, Winnipeg, Saskatoon and Edmonton		$550,000.00	
Real Estate held for sale under mortgage foreclosure		373,640.07	
Rents due and accrued		5,410.88	
Mortgages:			
Principal	$2,228,447.43		
Interest due and accrued	116,804.48		
		2,345,251.91	
Loans on Stocks and Bonds		444,830.75	
Securities:			
Canadian Municipalities and School District Debentures	$ 32,001.96		
Other Bonds, Debentures, and Debenture Stocks	159,134.07		
		191,136.03	
Stocks		313,001.88	
Cash in Chartered Banks		134,253.42	
Cash on Hand		134,909.42	
Advances to Estates and Trusts		244,756.86	
			$4,737,191.22
Guaranteed Trust Account:			
Mortgages:			
Principal	$5,708,942.44		
Interest due and accrued	332,166.94		
		$6,041,109.38	
Loans on Government and Municipal Bonds		1,024,900.00	
Securities:			
Dominion of Canada and Provinces of Canada	$530,216.62		
Canadian Municipalities and School District Debentures	860,875.47		
		1,391,092.09	
Cash in Chartered Banks		792,867.02	
Cash on Hand		48,280.24	
			9,298,248.73
Estates, Trusts and Agency Account:			
Funds and Investments		$124,871,294.33	
			124,871,294.33
			$138,906,734.28

LIABILITIES

Capital Account:			
Capital Stock, subscribed and fully paid	$2,250,000.00		
Reserve Fund	2,250,000.00		
		$4,500,000.00	
Dividends Declared and Unpaid (Dividend No. 100 due Jan. 2, 1925)		67,500.00	
Mortgages in Process of Completion		20,989.78	
Reserve for Balance Dominion Income War Tax		27,054.86	
Profit and Loss		121,646.58	
			$4,737,191.22
Guaranteed Trust Account:			
Trust Funds for Investment		$4,389,830.67	
Trust Deposits		4,908,418.06	
			9,298,248.73
Estates, Trusts and Agency Account:			
Estates, Trusts and Agency Account		$124,871,294.33	
			124,871,294.33
			$138,906,734.28

Board of Directors:

President: Sir Joseph Flavelle, Bart.

Vice-Presidents: E. R. Wood, W. E. Rundle, Herbert C. Cox

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Norman J. Dawes	Thomas C. Haslett, K.C.
Rt. Hon. Sir Thomas White, K.C.M.G.	D'Arcy Martin, K.C.
Harrington E. Walker	C. S. Wilcox
Miller Lash, K.C.	Walter Molson

lieve the most important of all our problems is that of immigration. Immigration, it seems to me, holds not only the key to the betterment of the material comfort of our people, but also to our contentment and unity. I doubt if even those of the clearest vision realize to what extent our problems, including taxation and transportation, would soon resolve themselves if we were vigorous in bringing the maximum of people into our country each year which the country with its great natural resources can readily absorb in the development of those resources. I know the question is often asked: "Why bring more people into Canada at a time when there is unemployment?" The history of Canada itself offers, I think, the best answer. One of the worst periods of depression our country experienced occurred back in the Nineties. Both agriculture and industry were then in difficulties; there was little or no immigration; there was a considerable exodus of our people to the United States; and there was a large amount of unemployment. In these circumstances, when immigration was suggested by some as an important factor in the solution of Canada's troubles there was vigorous objection on the part of others, who pointed out that already there was much unemployment abroad in the country. However, at this juncture one of our Prairie Provinces gave to Canada a great leader in immigration and land settlement. In a short while, due to vision, organizing ability and untiring efforts, results began to show themselves; people poured into Canada to occupy its tillable lands; the products of agriculture grew in volume; the demands of the settlers for commodities had to be met, and as a consequence the wheels of industry were once more set in motion and Canada continued to experience, both on farm and in city, years of growth and development in all directions such as she had never before experienced. For my own part I feel satisfied that a like opportunity awaits the country to-day, and that the application to immigration of like vision, like organizing ability and like untiring efforts will produce for Canada like results. It will perhaps be suggested that conditions now are different from what they were in the Nineties, especially with respect to the homestead lands and the cheap lands which were available in the West a quarter of a century ago. But, on the other hand, it is also true that twenty-five years ago farm lands in the Middle West of the United States which were growing wheat in competition with our Canadian farmers were also much less valuable than they are to-day, while in the meantime Canada has achieved a position of importance in the export of wheat superior to that of the United States. Recent investigation in some of the Middle West States shows that tenant farmers there are paying an annual rental for their farms of from $7 to $12 an acre, while improved farms, including buildings, can be bought outright in Manitoba, Saskatchewan and Alberta for $25 an acre or less, and can be bought on easy terms of payment. I can but repeat that, looking at the subject of immigration as I see it in relation to all the problems which confront our country to-day, there is none which offers such immediate and splendid rewards, if vigorously pursued, to the prosperity and unity of our Dominion as do immigration and land settlement.

The Outlook for 1925

In conclusion, let me say a word as to *the outlook for* 1925. While we are still *in rough* waters I think there is reason to hope that these will abate somewhat during the next twelve months. A distinct advance was made by the statesmen of Europe during 1924 in leading that continent to sounder political views and co-operation. This has resulted in better economic conditions, which are sure to be reflected in better markets for several things which we produce in Canada. Our agricultural products are finding markets abroad at splendid prices, while we still continue to export considerable pulp, pulpwood and minerals, and receive fair returns for them. As a result of our exports and imports for the calendar year 1924 we have a splendid showing in a favorable trade balance of $249,862,325. This favorable balance has helped to bring our currency on a par with that of the American dollar. We should soon begin to feel the benefit in the East of the better feeling and conditions in the West. If we should be fortunate this year to harvest good crops we shall, I believe, be able to look back a year hence at 1924 as a year of substantial betterment and progress. Canadians are, of course, so close to their own conditions that they are not always able to see them in true perspective. Occasionally it helps to get the independent viewpoint of an outsider. Let me therefore end my remarks by quoting from a speech delivered recently before the Canadian Club at Ottawa by Mr. Otto H. Kahn of New York, an outstanding citizen of the United States. Mr. Kahn said:—

An Outsider's Tribute

"I am not indulging in exaggerated language or in flattery, but am soberly measuring my words, when I say that the growth and development of Canada have been of unalloyed benefit to the world. The Canadian people have added to the value of the world's common assets; they have grown to wealth and power; they have so conducted themselves that everywhere the name of Canada commands both good-will and esteem. A daughter of the Empire, grown to be a potent partner, your nation stands, strong in self-reliant independence, but equally strong in loyalty to the British Commonwealth, clear-visioned, sound in mind and limb, coveting nothing, fearing no one. A great race in a great country is shaping and working out for itself with high courage, energy and ability, a great destiny."

Hamilton Members Added To National Trust Board

The annual meeting of the National Trust Company, was more than ordinarily interesting in that the statement submitted to the shareholders indicated a more than average increase in the operations of the company, due to the acquisition of the business of the Mercantile Trust Company of Hamilton. Arrangements were made to give representation to the shareholders in the Mercantile Trust on the board of the National Trust. With this object in view the personnel of the board was enlarged from twenty-nine to thirty-four, and five Hamiltonians were elected to the vacancies. These were Cyrus A. Birge, F. F. Dalley, Thomas C. Haslett, D'Arcy Martin and C. S. Wilcox. In addition Mr. Walter Molson, of Montreal, was elected to fill a vacancy on the board.

MARGIN IS SLIM ON THE OPERATION OF HYDRO STORES

Trade Discount in Many Cases Represents the Profits

The average percentage of net profit of Hydro retail stores is hardly sufficient to cover legitimate operating expenses in a hydro shop, according to a statement credited to G. J. Mickler, sales manager of the Hydro-Electric Power Commission of Ontario, by Hardware and Metal. The article is reported from Electrical Merchandizing. He added that in many cases the net profit is about equal to the cash discount. If they do not get their cost discount, after the invoice comes in, then they are certainly out of luck, for their net profit is wiped out.

Operating figures of eight typical Hydro shops are given for 1923. These show that the stores are being operated on a very slim margin, though the cost record does not show any record of legitimate retail expenses that other retailers' statements do.

Net profits are said to average 1.2 and 7.8 per cent., and the conclusion is that unnecessary risk is being taken with public funds. The figures for eight stores are: 5.6, 1.2, 7.8, 1.9, 3, 3.4, 2.7 and 5.6.

The expenses and profits of Hydro shops compared with a number of hardware stores follows:

	Hydro Store	Hdwe. Store
Business Under $25,000 Year		
Expenses (% of sales)	17.3	24.64
Gross profit	20.0	24.62
Net profits	2.7	0.02
Business $25,000 to $40,000 Year		
Exp. (% of sales)	23.1	22.26
Gross profit	26.1	24.61
Net profits	3.0	2.35
Business $40,000 to $60,000 Year		
Exp. (% of sales)	15.7	21.69
Gross profit	17.6	24.03
Net profits	1.9	2.34
Business $60,000 to $100,000 Year		
Exp. (% of sales)	25.0	20.79
Gross profit	28.4	23.42
Net profits	3.4	2.63
Business over $100,000 Year		
Exp. (% of sales)	15.2	20.81
Gross profit	20.8	24.61
Net profits	5.6	3.80

ONTARIO LOAN CO. HAS MADE PROGRESS

Earnings Have Again Shown Fair Increase and Larger Balance is Carried Forward

The Ontario Loan and Debenture Company has just completed a successful year as shown by their financial statement just issued, the leading items of which appear below. The investments of the company have been increased substantially during the year. Earnings amounted to $299,097 as against $297,075 last year and the company was able to pay its usual dividend of 10 per cent. as well as an additional 1 per cent. bonus, while the usual $75,000 was added to the reserve fund. Fortunately the Income Tax was some $6,000 lower than that of last year, and the balance carried forward was $53,370 as against $47,530 last year. Following is a table showing the leading items in the profit and loss account:

	1924	1923	1922
Earnings	$299,097	$297,075	$294,682
Income tax	25,757	31,495	23,976
	$273,340	$265,580	$270,706
Bal. forward	47,530	49,450	46,244
	$320,870	$315,030	$316,950
Distribution—			
Dividends	$192,500	$192,500	$192,500
Reserve	75,000	75,000	75,000
Balance	53,370	47,530	49,450
	$320,870	$315,030	$316,950

Eight Years' Record

Year	Paid-up Cap.	xProf.	Div.	% Profits Cap	Av. Earn. Rt.
1924	$1,750,000	$273,340	11	16.0	6.2
1923	1,750,000	265,580	10+1	15.6	6.2
1922	1,750,000	270,706	10+1	15.9	6.4
1921	1,750,000	289,591	10	16.5	7.0
1920	1,750,000	251,029	9+1	14.8	6.4
1919	1,750,000	246,182	9	14.4	6.3
1918	1,750,000	250,739	9	14.7	6.5
1917	1,750,000	254,610	9	16.0	7.0

xLess income tax.

The reserve fund of the company now stands at $2,575,000 and the amount of capital stock fully and partly paid is $1,750,000. An encouraging feature of the year for the mortgage companies has been the marked increase in the prices of the leading grains during the last three months. Farm mortgage payments are already showing the benefit, according to the president, A. M. Smart. Mr. Smart stated that the liquid securities of the company in the form of government and municipal obligations, together with the amount of cash in bank, are more than 60 per cent. of the total funds of depositors and debenture holders, which amount is $4,676,095. In addition to this there is the security of $6,000,000 in advances by way of first mortgages on real estate.

The assets of this company are conservatively estimated and the business has always been carried on in a careful manner, no credit being taken for interest earned but not yet paid.

DIFFICULTIES OF POOL MOVEMENT

Some of the Snags Being Encountered in Regard to Marketing Coarse Grains

From Our Own Correspondent.

WINNIPEG.—The directors of the Manitoba Wheat Pool, more ambitious than those of the pools of Alberta and Saskatchewan, have commenced organization for the purpose of operating pools for the selling of coarse grains, to cover the marketing of oats, barley, and possibly flax.

The technical difficulties in the way of operating pools in coarse grains are much greater than in the case of wheat. Most of the coarse grains grown in Western Canada are fed to livestock on the farm where grown, and only a small percentage finds its way into commercial channels. A farmer's plans for feeding stock are enlarged or reduced with variations in the price of grains and of livestock, and will also vary according to other conditions. The pool management, therefore, would have little indication from the amount of acreage under contract as to how much grain would be delivered to them, and would be unable to make contracts in advance, as they may do with wheat when desirable. Again, the price of such grains is not uniformly based on prices prevailing at Fort William or Vancouver, but premiums above the basic prices will often prevail in districts where such grains are scarce, or in districts which can supply short crop districts with a minimum freight haul. Oats might be scarce in a district which was extremely favorable to the pool, so that contract holders, instead of being able to deliver grain to the pool would actually be buying grain from it. Such members of the pool might easily feel aggrieved if it seemed to them that the pool was holding them up for unnecessarily high prices, as might easily appear to be the case, for the benefit of other members of the pool.

EXCHANGE EXPERT SEES NO NEED FOR A CENTRAL BANK

(Continued from page 1)

to finance there to the same advantage as a portion of the United States itself.

Then as to the Central Reserve Bank of the United States—conditions were altogether different as compared with Canada. The States had over 30,000 unit banks. Formerly they loaned as individual banks; only and when they all loaned their money at once there was a crisis. Interest rates had been known to go as high as one per cent. per day. The Reserve Bank provided mobility of reserves through rediscounting. But Canada already had such a central system through her country-wide banks, while there was also provision for rediscounting when occasion demanded—as when the crop is being moved. A central bank would, of course, perhaps facilitate international financing, and the Bank of England encouraged the idea for that reason, but that did not necessarily indicate that it would be of particular advantage to Canada.

The Banks and Prices

As to whether the banks exercised a control over prices and thereby over the business cycle, Mr. Glazebrook felt that there was a tendency to put too much significance on the term "banks." We had a weakness, in fact, for trying to put down great complex problems in terms of a few words, or of one word. We juggled such words as democracy, freedom, etc., as though they expressed a definite solution of a problem rather than merely indicated the problem itself. So with finance and prices, we thought of money and of goods, and then of prices, and as the money was in the banks, we were prone to think that the banks controlled prices; the next step was to boil it all down to one word, "banks," to indicate the whole machinery of prices and money.

As a matter of fact the banks were dealers in money or credit—the same thing. They had a service to sell and they were managed by very human people. What they had to sell was controlled by the amount of their deposits. If prices advanced because of scarcity of goods, they were faced by a situation where their available money would not finance such a large volume of goods as at lower levels, and if prices declined they had to consider a curtailment of loans because the security represented by the value of the goods contracted. And so the bankers, like other business men, were trying to do the best they could for their customers and for the community. The Bank of England was an example of how well this service could be performed without laws or regulations; the bank failures in North Dakota were an example of what might occur where there were endless regulations and red tape; the Home Bank was an example of what could happen when people without proper experience or without proper appreciation of their responsibilities to shareholders, depositors and public operated such institutions.

Mr. Glazebrook did not pretend to give the answer to the riddle as to what was the best system, but he did express himself firmly in the view that mere legislative regulation was not the solution. In fact, he was strongly for freedom in the operation of business and finance, as so well exemplified by the Bank of England. And he was for freedom also for individuals—for self-determination and the right of the private citizen to "go to blazes if he so desired."

"If I were a dog I would like to go out into the street like other dogs and not be tied up with yards of pretty ribbon," he remarked to point his references to the desirability of giving our business and financial institutions an opportunity to function in a free and healthy way. And Mr. Glazebrook's listeners were allowed to infer that it was far more fun for the people who tied on the ribbon to suit their particular tastes than it was for the dog that had to wear them. And so it was with business and those who presumed to pass all sorts of fancy regulations for its control.

Canadian Holdings in Montana Co. Purchased

NEW YORK.—P. Chester Thompson, president of the Royal Canadian Syndicate, announces that the syndicate has purchased the entire capital stock of the Royal Canadian Oil Company of Montana, consisting of 6,000 shares of $100 par value. The Montana company controls about 13,000 acres of land in Montana, and has three producing wells in its Canadian acreage. John A. MacGinnes, of Butte, Mont., and Walter Lyon, of Lamborn, Hutchins and Co., have been elected directors of the syndicate.

Canada Landed Earnings Showed Little Change

Earnings practically unchanged were reported for 1924 by the Canada Landed and National Investment Co. Dividends of 10 per cent. were paid but no bonus as in the past two previous years. Following are comparative figures from the profit and loss account:

	1924	1923	1922
Earnings	$425,400	$425,776	$433,260
Interest	197,034	202,747	194,301
Management	58,585	57,949	56,851
Taxes	23,323	20,332	27,001
Commission	14,924	12,293	17,893
	293,866	293,321	296,046
Net profits	$131,534	$132,455	$137,214
Bal. forward	42,086	42,182	37,519
	$173,620	$174,637	$174,733
Distribution—			
Dividends	120,500	120,500	120,500
Bonus	......	12,050	12,050
Balance	53,120	42,086	42,182
	173,620	174,636	174,732

Ten Years' Record

Year	Gross Profits	Net Profits	Div.	% on Cap.
1924	$425,400	$131,534	10	10.9
1923	425,776	132,455	10+1	11.0
1922	433,260	137,214	10+1	11.4
1921	481,364	202,423	10	16.7
1920	484,418	194,874	10	16.2
1919	445,053	151.684	9	12.6
1918	415,795	152,299	9	12.6
1917	417,267	158,209	9	13.1
1916	438,867	170,246	9	14.2
1915	454,574	199,200	9	16.5

The company's reserve fund amounts to $1,450,000 compared with paid-up capital of $1,205,000. In addition there are special reserves of $50,000 and a balance of $53,120.

Current Opinion

AUTOS AND TOURISTS

Brantford Expositor:—A special Ottawa dispatch to THE FINANCIAL POST carries the interesting information that the American tourist traffic is worth $150,000,000 a year to Canada. The figure given may be either too low or too high, but it at least serves to show the importance to this country of those cars carrying American markers which, during the tourist season, pass through Brantford and other Canadian cities in almost continuous procession.

EXTRAVAGANT CLAIMS

Winnipeg Tribune:—Practically everyone in Western Canada desires to see the wheat pool succeed, since its success means a larger return to the farmer for his product than he would have received without pooling his wheat. But the hope that it will succeed and a declaration that it has succeeded are two very different things. When Mr. R. A. Hoey, M. P., tells an American audience that it has succeeded to the point of keeping a continuous advance of from 7 to 15 cents a bushel more than the product of any other country in the world, he is very far from exact. No one can say that the wheat pool has succeeded in any degree yet. It has favorable prospects, and it has started its career under most auspicious conditions. Further than that no one can go at present.

IN DEEP WATER

Vancouver Province:—When people make their arrangements to pay a dollar for a job that finally requires more than two dollars to finish, someone is sure to be disappointed. That is what has happened at Sumas. The floods seem to have been cured. Crops will not be drowned out, but if costs charged against the land are so excessive that the farmer can not pay his interest and taxes and make a living, then lake and river might better have been left as they were.

Hon. E. D. Barrow asserts that the government has no power to grant relief to the landowners, even if it were felt that this relief is justified. If that be true, the power that government departments have of spending the people's money in excess of one hundred per cent. over estimated costs ought to be abolished.

MERCHANTS GET RACING CURTAILED

Hardware and Metal.—Following complaints from retail merchants and others in Victoria, B. C., the racing season has been cut down from seventy days to forty-four by the British Columbia legislature at the session which has just closed. Merchants who claimed that business suffered and they were unable to make their collections during the racing season were among the active supporters of the plan to shorten the racing season. There will be seventeen days on Vancouver Island, and 27 days on the mainland tracks in the province. The government is given power to allow racing, for three days only, at country fairs.

The bad effects of racing upon retail business, collections, credits, etc., has been pointed out on a number of occasions by Hardware and Metal.

WRONG

Victoria Times:—Stephen Leacock says Canada is holding the British capitalist at arms' length because the Dominion is insisting too much on the shibboleths of independence. The present attitude of British capital and the history of British investments prove that Mr. Leacock is off the mark.

The average investor in Great Britain, whether he be the man who puts his money to work in the realm of municipal security or the man who drives a substantial stake in forest or mine, is not a student of the political evolution of the British Empire and is seldom influenced by so-called imperial controversy. His one object is profit. If Canada can show him where he can invest and earn dividends, he will invest. He will neither consult The Morning Post nor The Montreal Star to find out about the relations between Ottawa and Downing Street. These things never worry him.

THE SMASHER ABROAD

Winnipeg Tribune.—R. A. Hoey, M.P., thinks it may be necessary to smash Confederation. The prairie provinces, he asserts, are the victim of eastern injustice, and he sees in political separation the only means of escape from our troubles.

Mr. Hoey mentions a number of things that are essential to western interests—things we are demanding which the selfish east denies. Some of them are sound; some of them are foolish.

If Mr. Hoey seriously advanced that proposal it is to be gravely doubted if his audience seriously received it. As well might a physician called to heal a dangerous malady advise the sufferer to wear a gilt finger ring.

Let us suppose that the east is thinking more about its own interests than it is thinking about the interests of the west. All communities are given to that way of thinking.

Let us suppose that lower tariffs, lower transportation rates, the Hudson Bay Railway and other things mentioned by Mr. Hoey are demands that the east should not resist—would separation bring them any nearer to us? Mr. Hoey knows perfectly well that it would not.

Confederation, with all its drawbacks, is preferable to separation. Separation means isolation. Isolation means annexation. Anyone with the slightest understanding of the geographical position of the three western provinces is perfectly aware of this fact. Why does Mr. Hoey evade it?

THE PULPWOOD QUESTION

Welland Tribune-Telegraph:—The immediate need for the placing of an embargo on pulpwood is further demonstrated in a recent article in THE FINANCIAL POST which, illustrating the rate at which Nova Scotia is being denuded of her forests for a purely nominal return to build up foreign industries, refers to the case of the North Sydney Pulpwood Company, which has just closed another contract for 5,000 cords of pulpwood, making a total of 50,000 to be shipped to New York ports. This will be exported via the Great Lakes as soon as navigation opens in the spring.

Still another small company will ship nearly 25,000 tons, and all that Nova Scotia gets from the deal is $8 a cord, which figures include the price of the standing timber, labor and profit. The article, however, points out that $50 per cord will be disbursed in New York State to turn it into paper.

This is only one instance of the injustice being suffered by Canada and her workmen.

FLOUTING THE CONSTITUTION

Vancouver Province:—The Vancouver Board of Trade will make a test case before the courts as to whether or not goods can move from one province to another without duty.

This test case, while a little bit late, will bring to a showdown the question of whether or not the Ottawa government can continue to flout the Canadian Constitution which plainly says, in clause 121:

> All articles of growth, produce or manufacture of any one of the provinces shall, from and after the union, be admitted free into each of the other provinces.

Ottawa has nullified the services of the New York customs officer by allowing the free movement of goods only if they go in bottoms of British registry.

The effect of this has been to discourage and sicken Canada's intercoastal trade.

The little Maritimes are starving for trade. But Western Canada can never trade with them on the basis of a 4,000 mile rail haul.

The cheap water haul means business for both ends of Canada. And the security of that haul is guaranteed by the Constitution.

It is time the courts put a stop to Ottawa's flouting of it.

MARITIMES WILL PUT THEIR CASE BEFORE COMMONS

Want Freight to Move Out By Canadian Ports

OTTAWA.—From reports received from the Maritime Provinces and enquiries for information therefrom, it looks as though the people from down by the sounding shores of the Atlantic intended to make quite a demonstration in support of their rights during the approaching session of parliament.

There is no doubt that the prairie branch lines construction programme, which before it is through will cost a good many millions, together with reports of the probable construction of new outlet from the Peace River country, which also will run up into the millions, have had the effect of making the Maritime Provinces' people bestir themselves. Not that they are envious of what the West is getting, or is likely to get, but because of the realization that if they are to get due consideration, they must make themselves heard.

It is probable that the demands of the Martime Provinces will be that the Laurier railway policy, which had for its objective the routing of Canadian freight through Canadian channels, be adhered to. This implies that the ports of Halifax and St. John shall get their share of the grain export trade. Their grievance, of course, is that the government railway favors Portland at the expense of the Maritime ports.

The strange feature is that while the Grand Trunk Pacific was being considered no one in authority seemed to give due thought to the fact that grain could be hauled to Portland cheaper than to St. John or Halifax, and that this would determine its route. Of course, the New Brunswickers' reply is that the Canadian National can afford to haul grain to St. John just the same as the Canadian Pacific can. At the same time it is questionable whether this haul is as profitable as the one to Portland.

In the pressing of demands the Maritime Provinces are not as effective as the prairie provinces, for they split politically, while the prairies stand together. Some say that in this respect things have changed down by the sea, but this remains to be seen.

The

Toronto General Trusts Corporation

NOTICE is hereby given that the Annual General Meeting of the shareholders of The Toronto General Trusts Corporation will be held at the Head Office of the Corporation, at the corner of Bay and Melinda Streets, in the City of Toronto, on Wednesday, the 4th day of February, 1925, at 12 o'clock noon, to receive and consider the Annual Report and Financial Statements of the Corporation for the year ended 31st December, 1924, to pass and confirm By-law for the investment of moneys of the Corporation in the purchase of a building required by the Corporation in the City of Saskatoon, and to confirm the action of the Directors already taken in reference thereto; to consider amendments to existing by-laws; to elect Directors for the ensuing year, and for the transaction of such other business as may be brought before the shareholders.

By order of the Board of Directors.

W. G. WATSON,
General Manager.

Toronto, January 20th, 1925.

The Bank of Hochelaga

has the honour to announce that,
by special Act of the Parliament of
Canada, its name will be changed,
from February 1st, 1925, to

Banque
Canadienne Nationale

Paid-up Capital and Rest, $11,250,000
Assets, $122,255,000

BOARD OF DIRECTORS

J. A. VAILLANCOURT, President
Hon. F. L. BEIQUE, 1st Vice-President
Hon. GEO. E. AMYOT, 2nd Vice-President

Hon. J. M. WILSON
A. A. LAROCQUE
ARMAND CHAPUT
A. N. DROLET

Sir GEO. GARNEAU
Hon. D. O. LESPERANCE
CHARLES LAURENDEAU, K.C.
LEO G. RYAN

BEAUDRY LEMAN, General Manager

Canada Permanent Mortgage Corporation

Annual Report shows continued growth and largest profits in its history

The Annual Meeting of the Shareholders of the Canada Permanent Mortgage Corporation was held at the Head Office, Toronto, on Thursday, January 29th, 1925.

The Chair was occupied by the President, Mr. W. G. Gooderham. The Secretary, Mr. Walter F. Watkins, was appointed Secretary of the Meeting.

PRESIDENT'S ADDRESS

The Report and Statement which the Directors have this year had the pleasure and satisfaction of submitting to the Shareholders reveal in an unusual degree the strength and solidity of the Corporation's position and the progress it continues to make. We have no hesitation in expressing the gratification they afford us, in which we believe the Shareholders fully concur.

Twenty years ago, when presenting the Report for 1904, the Jubilee year of the "Canada Permanent," the Chairman reviewed the progress made by the Corporation during the five years which had elapsed since, in the early part of 1900, three other Companies were amalgamated with the "Canada Permanent." In that period the deposits had increased by about $900,000, our outstanding debentures by about $600,000, the mortgage investments by some $500,000, the total Assets by $1,400,000, and the Reserve Fund by upwards of $500,000.

Comparison with the Past

Believing that a comparison of the chief items in our Balance Sheet with those of twenty years ago will prove interesting, I am taking the liberty of submitting the figures for the respective years and also those for 1914.

	1904	1914	1924
Deposits	$ 2,734,577	$ 5,250,765	$ 7,334,483
Debentures payable in Great Britain	8,943,414	13,051,420	14,226,257
Debentures payable in Canada	3,767,794	3,103,255	8,294,977
Mortgages on Real Estate	21,554,624	28,706,314	36,906,672
Cash and Liquid Securities	2,215,950	3,168,580	6,839,772
Total Assets	24,122,957	32,496,750	45,414,653
Paid-up Capital	5,951,350	6,000,000	7,000,000
Reserve Fund and Unappropriated Profits	2,063,934	4,657,420	7,488,637
Net Profits	537,193	876,765	922,683
Dividend	6%	10%	12%

The figures speak for themselves and the only comment I shall make is that while the Profits shown are in all cases the net earnings, after deducting losses and after making what has always proven to be more than ample provision for the possibility of further losses, in recent years there have had to be made further very heavy deductions to meet the onerous taxation with which business in Canada is now burdened. You will have seen from the Report that in 1924 we paid in Dominion and Provincial Taxes alone $115,738. In 1904 and also in 1914 there was no Dominion Taxation and the taxes paid to the Provinces amounted to only a few thousand dollars. The figures given do not include the large amount collected by the various Municipalities for taxes on our office premises, business taxes, etc., which as you are all aware have increased enormously in recent years.

Taxation Means Strangulation

This may be an opportune place to reiterate the opinion, not hastily formed but arrived at only after careful and mature consideration, that among the causes contributory to the painfully slow restoration of healthy business conditions one of the most serious is the severe and extremely burdensome taxation of every kind which is strangling every effort and impulse in the direction of healthy industrial and commercial expansion. This can only be remedied through a recognition on the part of every taxpayer and citizen of the necessity for such radical changes in the methods, organization and policies of all administrative bodies, from the Departments at Ottawa down to the Municipal Councils, School Boards, and Commissions of various kinds, as will ensure a substantial curtailment of expenditure.

Though the aggregate of our borrowed capital increased during the year by about $1,700,000, for the first time in the past four years the amount of Sterling Debentures outstanding did not increase, but was reduced by about £100,000. I have several times explained to the Shareholders that it has been our policy during the years of the war and subsequent thereto to retain in Canada the money we had obtained from Great Britain. In pursuance of this policy we renewed debentures as they matured and accepted money for investment in debentures issued to replace those of which the holders took payment. Frequently the money so received exceeded the amount repaid. In this way funds have accumulated in Great Britain which had to be invested over there. The continued weakness of Sterling exchange, especially in the earlier portion of the

Long-Sighted Policy

Our policy with respect to the large amount of money for which British investors have taken our debentures has not in any way changed. Had we pursued a different course and paid off those debentures as they became due, as a number of Companies did, you will readily perceive, as we have pointed out on previous occasions, that the profit on exchange would have added very large sums to our earnings. We continue to believe, however, that the sacrifice of those large profits which was involved in our retaining these moneys, at increased rates of interest to the investors, has been and will be appreciated not only by our representatives and their sub-agents, but by our debenture holders as well. Now that the exchange value of the pound sterling appears to be again approaching par, though it has been delayed beyond our expectations, we confidently look forward to materially adding to the present very considerable volume of our Sterling debentures, and thus bringing to Canada a large additional amount of British capital which will be available for loaning purposes.

The world's productive activities in 1924 cannot be said to have been on a satisfactory scale from the standpoint of either magnitude or profit. They were undoubtedly disturbed by the almost universal mania for political radicalism. In the past few months there has been a distinct reversal of public sentiment throughout Europe and on this continent, giving promise of a revival of constructive policies. The long period of negotiation over the financial difficulties connected with the payment of reparations, liquidations of war debts and the numerous other questions which have been a heritage of the war and of the Treaty of Peace have apparently made such progress as will hasten the time when trade will more or less resume its normal channels.

Balance of Trade Favourable

The balance of Canadian trade has not been more favourable since 1919. In the twelve months ending October, 1924, Canada's imports decreased by $93,077,815, whilst exports increased $81,986,134. The Dominion's favourable balance increased in the twelve months from $82,886,791 to $257,960,740. Canadian exchange is at par in the United States.

In Canada and the United States the agricultural interests have been greatly benefited by largely increased prices for their wheat and other products and a long step has been taken toward the restoration of the parity between value of the dollar received and the dollar expended. Building construction in Canada was considerably less last year than in 1923. The housing shortage has apparently been pretty well eliminated, for the present at all events, but authorities appear to be of the opinion that any increase in industrial and commercial activity will necessitate considerable construction for industrial purposes. We are passing through a transition period. The policy of hand-to-mouth buying which has prevailed for some years has thrown back the burden of financing upon manufacturers and the producers of raw materials. It is probable that our excellent facilities for rapid transportation will conduce to the permanency of this feature of our commerce and that we shall not see a resumption of forward buying to any large extent. Purchases, however, will almost certainly be made with more regularity which will promote a steadiness less disturbing to production on a profitable basis. Meantime, there are no overburdening supplies of commodities overhanging the Canadian market.

Indebtedness Reduced

The indebtedness of Canadian agriculturalists has been further reduced and their purchasing power has been materially increased. Other classes of the community, by the practice of thrift and in many instances through privation, have accumulated savings aggregating a large sum which will be available for industry and commerce as soon as they can be profitably employed therein. The conditions seem to justify the expectation that a moderate and general revival of business may be anticipated in the not too distant future.

Before submitting a motion for the adoption of the Report, I shall ask the General Manager to address you with reference to the business of the year.

General Manager's Address

In addressing myself more particularly to the business of the past year, and the results thereof as fully set out in the very gratifying Report and Statement which we have had the privilege of submitting to the Shareholders, I may direct your attention in the first place to some comparisons of the figures in the Statement before you with those of a year ago. The increase of $2,178,734 in the funds entrusted to the Corporation by the people of Canada affords the most conclusive evidence of the continued and steadily increasing confidence of our own people in the impregnable position which the old "Canada Permanent" has attained and of their appreciation of its unblemished record of the past seventy years. The amount invested in the Corporation's debentures payable in Canada increased by $1,891,991, while the sum of $286,734 was added to our deposits. In view of the fact that our deposits were drawn upon to a large extent for the purchase of our debentures, the increase in the amount of deposits is particularly gratifying. We have nearly 12,000 deposit accounts, which is about five per cent. in excess of a year ago.

I need not add to what the President has stated with reference to our debentures payable in Great Britain, further than to say that we were afforded during the year abundant evidence that an increase of one-quarter per cent. in the rate we were offering would have attracted a large volume of additional money and would have resulted in a considerable increase in the amount of our Sterling debentures instead of the moderate reduction which took place. For the reasons the President has given this would not have been desirable.

Mortgage Investments Increase

Turning to a consideration of the Corporation's Assets, we find that the mortgages on real estate have increased by $452,003. This has been accomplished notwithstanding a net decrease of $620,385 in the amount of our mortgage investments in Manitoba, Saskatchewan and Alberta. Quiet business conditions in those Provinces and inactivity in building operations have reduced borrowing requirements to a minimum. This fact, combined with very satisfactory repayments on account of existing mortgages, has resulted in this large reduction in our investments on the prairies. We made a fair increase in Ontario, nothwithstanding a lessened loaning activity, and a moderate increase took place in British Columbia. In selecting these investments none of the precautions dictated by our long experience for ensuring the sufficiency of the security were omitted.

Owing to the absence of acceptable application for loans on real estate, sufficient to absorb the large amount of additional funds available, our investments in Government Bonds is greater than a year ago. You will see that they are all of the very highest class and such as can be disposed of at a moment's notice, and I may add that their market value considerably exceeds the book value. These securities together with our cash aggregate 72.5 per cent. of our deposits. It the other liquid securities shown in the Statement be included, the total very nearly equals the deposits.

I may add, however, that we do not require these readily convertible securities to ensure the liquidity of our position, as owing to the fact that practically all our mortgages provide for a small gradual reduction of principal in addition to interest our annual income is very large and last year amounted to more than the total deposits with which we began the year.

Big Growth in Assets

Our total Assets are greater by $1,765,629 than a year ago, amounting as you see to $45,414,653, and they have never been of a more satisfactory character.

Among the few stocks held, the largest item is that of The Canada Permanent Trust Company. This stock is carried in our accounts at the par value of $980,000. Our Trust Company has accumulated out of profits a Reserve Fund equal to twenty per cent. of the Paid-up Capital. This stock is an Asset annually growing in value. Our Shareholders may again be reminded that by utilizing its comprehensive service and the facilities it affords for carefully safe-guarding their interests throughout the Dominion, and by recommending it to their friends and those who may look to them for advice, they may contribute to the growth of its business and the enhancement of the value of this Asset of the Corporation. The total Assets of the Trust Company are now nearly ten million dollars, making with the Assets of the Corporation more than Fifty-four millions of dollars.

But we should not only consider the accomplishments of the past. It is also our business to endeavour to look forward into the future. Having reviewed as briefly as possible the results of the past year's operations, it may therefore be advisable to give our attention to a consideration of existing conditions, including those of recent months, with a view to deducing therefrom, if we can, what hopes we may entertain for the future.

Importance of High-Priced Wheat

Not only because of our large interests in the West, but also because the prosperity of the country as a whole is to a great extent dependent upon the purchasing power of that considerable proportion of our population contained in the Western Provinces, the Western crop is a factor of primary importance. You do not need to be informed that in the aggregate the yield in 1924 was disappointing. While the total was much less than there had been good reason to expect, a fact which should not be lost sight of is that only on four occasions in the history of the Canadian West has a greater volume of wheat been harvested than in 1924. A world scarcity has caused such an increase in values that last year's crop when it has all been marketed, will give a return almost if not quite equal to that obtained from the record crop of 1923. Another fact of vital importance is that it was produced and harvested at the lowest cost to the producers of any crop for several years. An additional feature, the significance of which may not be as fully realized as it should be, is that very good yields were obtained in a number of districts in which for several years the returns for the season's hard work and outlay had been most discouraging.

Prices of other field crops have increased proportionately. We too frequently overlook the fact that the West produces almost as many bushels of oats as of wheat, and that barley, rye, flaxseed, etc., also contribute materially to the farmers' income.

What is of even greater significance is that the importance of diversified farming has not only received general recognition, but that it has been followed to a greater extent than is generally realized. Dairying is making rapid strides. The quantity of butter produced is increasing every year. In three years there has been an increase of fifty per cent. and since 1910 of about 600 per cent. Egg production has almost doubled in the last three years. In 1920 there were produced 131,178 pounds of honey; in 1923, 3,163,312 pounds. In three years the number of cattle in Western Canada has more than doubled, thre**e** has been an increase of 37 per cent. in the number of sheep and of 80 per cent. in the number of swine. From statistics available we learn that the value of other farm products in 1923 exceeded that of the 450,000,000 bushels of wheat harvested in that year. These sources of additional income, of a more dependable kind, explain the fact that notwithstanding drouth and rust and frost, sometimes in one district and sometimes in another, a very large proportion of the Corporation's mortgagors regularly meet their instalments of principal and interest. When our Inspector of Branches made his annual inspection last year he found that not only the interest, but every instalment of principal as well, had been paid on 55 per cent. of our mortgages, while more than 80 per cent. of the accounts were in a thoroughly satisfactory position.

Westerners' Improved Position

The Western agriculturalist is a long way from a mansion on Easy Street, but he is putting his modest house in order and has retraced no inconsiderable portion of the weary way he had wandered from the path leading to success.

For some reason the immigration into Canada in 1924 fell considerably short of expectations. While disappointing in this respect, it is confidently believed that not for many years has there been sown so much good educational seed likely to bear fruit in a largely increased immigration in the near future. Official delegations from Great Britain, Belgium, Switzerland and the Scandinavian Countries, as well as numerous semi-official parties, journalists and others, visited the Country and made exhaustive investigations. The greatest possible interest was evinced in Canada as a land in which to settle the excess population of Britain and foreign countries. The reports have been of a satisfactory nature, some of them most enthusiastic; for instance, that of the Hebridean delegation which highly commended the manner in which their countrymen had been settled in Alberta and expressed surprise at the progress they had made in the short time since they arrived. The higher yields per acre which our lands regularly produce, the superior quality of the wheat grown, the higher prices it commands, the advantages of lower freight rates as compared with those which the grain marketed across the line has to bear, and above all the fact that these rich and productive lands can be purchased at from one-third to one-half the prices which have to be paid in the Western States, all combine to give the Canadian farmer a distinct advantage over his competitors and cannot fail in time to attract home-seekers, especially those desirous of engaging in agricultural pursuits.

Eastern Farm Conditions Promising

In the East, the farmers of Ontario also have the promise of a greater measure of prosperity. One could wish that we might feel more confident of an early revival of industrial activity. There is an uncomfortable amount of unemployment. Someone has said that "idle

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Canada Permanent Mortgage Corporation

ANNUAL REPORT FOR 1924

REPORT OF THE DIRECTORS

The Directors beg to submit to the Shareholders the Annual Statement of the business of the Corporation for the year 1924, together with duly certified Balance Sheet.

The balance at the credit of Profit and Loss at the beginning of the year was	$ 405,954.10
The net profits for the year, after deducting interest on borrowed capital, expenses of management and all charges and losses, after payment of Dominion and Provincial Taxes, which amounted to $115,738.67, and after making provision for possible losses and contingencies, were	$ 922,683.09
Making available for distribution	$ 1,328,637.19
This sum has been appropriated as follows:	
Four quarterly dividends of Three per cent. each on the paid-up Capital Stock	$ 840,000.00
Balance carried forward at credit of Profit and Loss	$ 488,637.19
	$ 1,328,637.19

All which is respectfully submitted.

W. G. GOODERHAM, President.

Toronto, January 14th, 1925.

FINANCIAL STATEMENT

31st December, 1924

ASSETS

Office Premises:—Toronto, Winnipeg, Vancouver, Saint John, Edmonton, Regina, Woodstock, Halifax		852,874.13
Real Estate held for sale		815,334.43
Mortgages on Real Estate:—Principal	$35,688,207.61	
Interest	1,218,464.58	
		36,906,672.19
Loans on Bonds, Stocks, etc.: Loans on Corporation's Stock	42,069.08	
Loans on other Securities	88,931.11	
		131,000.19
British Government 5% War Loan		944,815.55
Bonds of the Dominion of Canada and Provinces of Canada		1,907,020.04
Bonds guaranteed by the Dominion of Canada		645,129.30
City of Toronto Bonds		288,622.04
Stocks:—Canadian Pacific Railway Company	$260,000.00	
The Consumers' Gas Company	144,300.00	
The Canada Permanent Trust Company	980,000.00	
		1,384,300.00
Cash in Chartered Banks and on Hand		1,538,885.57
		$45,414,653.44

LIABILITIES

To the Public		
Debenture Stock and Accrued Interest (£174,805 5s. 9d.)	$ 850,719.06	
Debentures—Sterling—and Accrued Interest (£2,923,208 13s. 4d.)	14,226,257.84	
Debentures—Currency—and Accrued Interest	8,294,977.95	
Deposits and Accrued Interest	7,334,483.13	
Sundry Accounts	9,578.27	
		$30,716,016.25
To the Shareholders		
Capital Stock subscribed and fully paid	$ 7,000,000.00	
Reserve Fund	7,000,000.00	
Dividend payable 2nd January, 1925	210,000.00	
Balance carried forward at Credit of Profit and Loss	488,637.19	
		14,698,637.19
		$45,414,653.44

W. G. GOODERHAM, President.
GEORGE H. SMITH, General Manager.

AUDITORS' REPORT TO THE SHAREHOLDERS

We beg to report that we have audited the books of the Canada Permanent Mortgage Corporation for the year ending 31st December, 1924, and have verified the cash, bank balances and securities of the Corporation. That we have examined the foregoing statement and that it agrees with the books of the Corporation.

That after due consideration we have formed an independent opinion as to the position of the Corporation.

That after our independent opinion was formed and according to the best of our information and the explanations given us, we certify that, in our opinion, the statement sets forth fairly and truly the state of the affairs of the Corporation.

That all transactions of the Corporation that have come within our notice have been within the powers of the Corporation.

A. E. OSLER,
HENRY BARBER,
Chartered Accountants. } Auditors.

Toronto, January 10th, 1925.

The following Directors were unanimously re-elected:—W. G. Gooderham, E. R. C. Clarkson, Col. Albert E. Gooderham, F. Gordon Osler, William Mulock, K.C., George W. Allan, K.C., of Winnipeg, Archibald B. Campbell, W.S., of Edinburgh, William Stone, George H. Smith and Norman Mackenzie, K.C., of Regina.

The Directors met after the adjournment of the Annual Meeting and re-elected Mr. W. G. Gooderham President, and Mr. E. R. C. Clarkson, Vice-President.

General Manager—GEORGE H. SMITH. **Secretary**—WALTER F. WATKINS.
Inspector of Branches—ROBERT HENDERSON.
Manager Ontario Branch—CHARLES S. ROBERTSON.

men and idle plants are the misfiring cylinders of industry." Our manufacturers have a feeling of insecurity which stands in the way of industrial expansion. With competitors whose business is subject to a much lower scale of taxation, and haunted by a feeling of fiscal instability, the industrial expert may be excused if capital which might find a productive outlet is invested in tax-free Government bonds. While the East cannot prosper unless the West can produce on a profitable basis, the West cannot reach its full measure of prosperity unless it has the stabilizing influence of a firmly established home market. East and West are indissolubly linked. They are members of the same body and if one of the members suffer all the members suffer with it. East and West, we have been afflicted with extreme measures of experimental and parental legislation which has been a brake upon the wheels of trade and commerce. Some day there will come a recognition of the folly of dosing the patient with quack nostrums and a realization of the futility of continuing a treatment which only retards his recovery.

We can, however, say with some confidence that the work of laying the foundation for a renewal of prosperity in Canada made further progress in 1924, of a substantial and permanent character. It is a time for a sane, conservative, constructive optimism. It never is a time for foolhardy ventures nor for a speculative hopefulness which is not based upon knowledge nor constructed upon a solid foundation of legitimate and necessary expansion. It is to such miscalled optimism that many of our difficulties past and present can be clearly traced.

Real Estate Position

I have deviated somewhat from the main purpose for which I was asked to address you, which was to comment upon the business of the Corporation. There are numerous other details which might be mentioned, though I think you will agree that the Balance Sheet submitted clearly sets forth the position of its affairs. The Assets are realized at the amount shown therein and more. If we have erred, it has been on the side of conservatism and in times such as we are passing through we believe you will not find fault with a policy of that nature. The Statement explicitly puts before you the fact that we have real estate for sale to a considerable amount. With mortgage investments all over the Dominion amounting to about thirty-seven million dollars, and increasing every year, we do not expect to see the day when this item will be entirely absent from our Assets. We had expected to reduce the amount somewhat last year. It the wheat crop in the West had realized earlier anticipations, and if the expected immigration had not been deferred, there is no doubt this item would have been greatly reduced. The fact that, notwithstanding these unfavorable circumstances, we sold properties, chiefly in the West, for a total of about $550,000 justifies a full measure of encouragement. On some of the properties sold considerable losses were sustained, but in the aggregate there was a net profit over book values of about $40,000. The losses were all written off out of the earnings of the year. The greater portion of the excess prices realized has not yet been included in the profits. We are satisfied the properties remaining on hand will be disposed of at least as advantageously as those sold last year. Though it was not possible to secure tenants for a number of the farms we had for sale, the rental from all properties on hand was about six per cent. The properties which were rented produced a return of nearly ten per cent.

We have already intimated that our collections of interest and principal were most satisfactory. The interest collected amounted to 98½ per cent. of the interest charged. On our mortgages on properties in the Provinces of Manitoba, Saskatchewan and Alberta the interest received exceeded the amount charged.

All expenses relating to the issue of our debentures, including commissions paid, as well as all commissions and other expenses in connection with loans made, have been charged against the business of the year, as has always been our practice, though the life of both debentures and mortgages extend over a period of years.

Benefit From Wisdom of Past

With the unfavourable conditions existing in the past three or four years, the deflation which has taken place in the selling prices of farm lands, the difficulties the farmers have had to contend with in an almost hopeless effort to make a profit from producing wheat and selling it at the very low prices which till recently prevailed, and all the other adverse factors with which business has had to contend, it has not been easy, after the heavy deductions which now have to be made for taxes and other charges which did not exist a few years ago, to maintain the net profits of the Corporation on the thoroughly satisfactory scale which has obtained, affording a comfortable margin each year in excess of the twelve per cent. dividend which was instituted in 1921. It could not have been done if in previous years the Directors and Management had not pursued a prudent policy of caution and conservatism, by making the most ample provision for such contingencies as have had to be met. I have not for several years been more confident than I am to-day that the strength and stability of the Corporation is on such a firm foundation that the soundness of its position will be not only maintained, but increased in the years to come.

It also would not have been accomplished if the Management had not had the support and co-operation of a loyal staff of Branch Managers, Inspectors and other officials. They have all been called upon to give evidence of their zeal and devotion to your interests and have faithfully responded. To them our best thanks are due and I assure them of our hearty appreciation of their efforts.

The President then moved that the Report of the Directors be received and adopted and that it be printed, together with the Financial Statement, and that a copy be sent to each Shareholder.

Vice-President's Address

Mr. President:

The "Canada Permanent" is now nearly 70 years old.

I have had the pleasure and the honor of seconding your motion for the adoption of its Annual Report, for some years, and the more intimately I become associated with its affairs the more my feeling strengthens, that its years have been beneficially spent, in the encouragement of thrift and the up-building of one of the most precious things any country can desire—its Homes.

Ours was a prosperous institution before the American Civil War began, and before the Confederation of our Provinces, and its present habitation was its nursery, when it was young.

We have seen many and great changes during that long time, but none greater than those of recent days. It seems like yesterday when we were fearful for the result of untoward conditions in our great granary of the North West—yet today we find the men who left us—returning, because they found a Canadian Home to be the best, and now we are optimistic and cheerful, counting ourselves happy in the possession of a good share of such prosperity as the times are meting out, to a disordered world. The tide has, I think, turned. We have all the foundation requisites of a great and contented people, but we still want, and want badly, many more settlers who know how to farm— less taxation, and more—a great deal more—economy.

Much of our prosperity depends upon our great wheat fields. The United States, which was the greatest wheat exporter for half a century, has dropped to third place, giving way to Canada and Australia; in our case largely because of lower land values—and a higher average yield per acre. Mr. Hopkins of the Dominion Experimental Farms, tells us that our farms are well cultivated, and that the average yield per acre over the extended period of 23 years was:

	Bushels
Canada	17.8
United States	14.1
India	11.3
Argentina	10.6
Australia	10.4

and in Russia, over 15 years, 9.4 bushels. Our highest average yield was in 1915 when it was 26 bushels—though 40 bushels and more was not uncommon. In September 1923, when the General Manager and I were there—the Fort Saskatchewan District showed 42 bushels. True, the variation in our yield of grain is dependent on the rainfall, the yield being smallest when the season is dry, but such variations are, from one cause or another, general through-the world, and on the whole, we in Canada have abundant cause for congratulation regarding our condition and prospects—in these unsettled times. Authorities in the United States declare that within a few years that Country will have no surplus wheat to export and may then be glad to have Canada's supplementary supply close at hand.

Diversified Farming Gives Security

Our farmers, contrasted with those of other Countries, have no reason to be discouraged. Provided they adopt to a greater extent a system of diversified farming—by which they will be relieved from the risk of depending only upon one kind of crop, they at least can raise nearly everything they consume—they have their homes, acquired at very moderate cost and sure to increase in value, and, in addition, have, owing to the fertility of our soil, as good a chance as any farmer under the sun, of enjoying the highest degree of prosperity. If, at times some of them look toward the cities with longing eyes, let them remember that of those who choose the cities—who abandon the plough for the counter—only seven out of one hundred, succeed.

No more thoughful, trenchant reports, have been issued by our Banks than those of very recent date, and the striking plea in them all is for reduced taxation and insistent economy. There are so many things, comfortable to have, which prudence tells us we should do without, that I wonder at the hesitancy of those set in authority over us—to limit our expenditures to absolute necessities. The future is the inexorable pendant of the present, and if, in view of our great obligations, we do not retrench in every way possible—even to our great discomfort if need be—we shall not know peace, nor achieve our due measure of prosperity in the future. To the payment of our war debt we bow our heads, and strain every effort in its accomplishment, but beyond that we must be very careful that unwise taxation does not sap the energy and spirit of our people—who, it is unreasonable to hope, can maintain, much less increase and broaden our commerce, under impositions which leave but little return for their labour.

I beg leave, Sir, to second your motion for the adoption of the Report.

Managers of English Houses Being Fleeced

A new "skin game" has been uncovered at Montreal, whereby managers of European concerns have been the victims. The Montreal manager of an English firm got a long distance call from Poughkeepsie, N. Y. He was asked if he would reverse the charges. He accepted, feeling that he might miss something if he did not. He found a very pleasant Englishman at the other end who told him that he had got into difficulties; had been robbed of his roll; that he was the nephew of the head of the English firm, of which our Montreal man was Canadian manager; that he was completely stranded, and knowing that the Montreal man represented his uncle he thought he might advance him enough money to get on to Chicago, and to enable him to get more money from home. All he wanted was $150 or so. The Montreal man delayed things and called London. It turned out that the Poughkeepsie man was an imposter. He wired the police there but he had got away. He was advised that $150 was secured from some other Montreal firm. An arrest is reported in the United States of a man who got money under false pretences in this way.

Trotsky Might Need Salary C.P.R. Owes Him

From Our Own Correspondent.

MONTREAL.—Broken in health and broken in spirit, Leon Trotsky, the Robespierre of the Russian Revolution, has been banished from the councils of the Soviets and has disappeared as a factor in world affairs. If Trotsky is as broken in purse as he is in health and spirit he may yet need the credit balance that stands to his name in the books of the Canadian Pacific Railway.

Before the war, Trotsky was on the payroll of the Canadian Pacific, for he published in New York a Russian periodical which was supported by the C. P. R. for colonization and similar purposes. When he left his work to carry the firebrand of communism in open warfare, he was in such a haste he forgot to collect the salary that was due him. Some time ago the C. P. R. wrote to Trotsky, offering him the three months' salary due him, but Trotsky spurned the money. Would he spurn it to-day?

B. A. OIL

Accumulation of British American Oil around 41 and better, goes on steadily. It has moved up from 35 since Jan. 1 and in that period several large blocks of shares are reported as having been taken off the market. At the recent market price the stock gives a yield of 6.1 per cent. The company has issued capital of 5,500,000 divided into shares of $25 par and dividends are at the rate of 10 per cent. per annum. The organization was formed in 1906 to engage in the business of refining and merchandising petroleum products, with about 450 distributing stations in Quebec, Ontario and the three Western provinces. The location of its refinery in Toronto gives the company an advantage in securing the local fuel oil trade which is now becoming quite extensive, say Bongard & Co. The company has no preferred stock or bonds and no debts to the banks. It has passed through two difficult years with good earnings over and above dividend requirements. Its distribution facilities have been enlarged, which enables the merchandising of more products without a corresponding increase in overhead. Additional plant was constructed during the past year which is utilized for the extraction of additional gasoline from the residues after the initial treatment.

DOMINION CANNERS AT PAR

Dominion Canners common passed par this week, a rise of 20¾ points in one day, sending the shares to 100½. Later it eased back to 96. No actual news was forthcoming on the situation, the advance being attributed wholly to the scarcity of the stock in the face of an urgent demand. A great many traders, it was said, had been figuring on a purchase of the stock, but, as is not unfrequently the case, they left the matter over until the advance had made very material headway. Dominion Canners preferred sold up two points to par.

PATON COMMON

MONTREAL. — The shares of the Paton Manufacturing Co. have had a rise of some ten points on the unlisted department of the exchange here during the last fortnight. The rise was caused both by the scarcity of the stock, and by investors obtaining a better realization of the operations of the company and of the prospects for the future.

GOODYEAR TIRE 6 PER CENT.

The offering of $300,000 of Goodyear Tire and Rubber 6 per cent. prior preference shares by Dickson, Jolliffe & Co., was oversubscribed. This was part of a block of shares taken at par by certain cotton companies in 1921 at the time of the company's re-organization and offered publicly by the above mentioned investment house at a price of 91 and accrued dividend.

APPOINTMENT FOR RAYMOND

Following the recent culmination of negotiations whereby the Windsor Hotel has been affiliated with the Boomer-duPont Properties Corp., J. Alderic Raymond, vice-president and financial director of the Windsor Hotel, has recently been elected a director of two important hotels in the Boomer-duPont chain, namely the Bellevue-Stratford of Philadelphia and the New Willard of Washington.

APPRECIATION

St. Marys Journal, Angus

An indispensable part of every business man's equipment is the FINANCIAL POST published by the MacLean Publishing Co. of Toronto, the leading exponent of financial affairs in Ontario and one of the best of its class on the continent. During the past year it has been fearless in its discussion of legislative measures, of mining matters, of business ethics, and all other questions coming within the province of its editorial pen. Its "Investors' Inquiries" page is eagerly looked for from week to week and has brought relief to many an anxious investor during the past few years. That THE FINANCIAL POST is no small factor in the financial world is made manifest from week to week by the quotations from its columns in the daily and weekly press throughout the Dominion.

SECTIONAL DIFFERENCES THAT ENDANGER A UNITED CANADA

(Continued from page 1)

of an eminent Canadian of the last century. Back in 1836, Judge Haliburton, of Windsor, N. S., compiled "The Sayings and Doings of Sam Slick, the Clock Maker." Here is a quotation:

"If you were to listen to the weak and noisy critters on both sides, you would believe the House of Assembly was one half rogues and the other half fools. All this arises from ignorance. If they knew more of each other, I guess they would lay aside one half their fears and all their abuse. The upper class don't know one half the virtue that is in the middlin' and lower classes, and these don't know one half the integrity and good feelin' that is in others, and both are fooled and gulled by their own noisy and designing champions. Take any two men that are by the ears; they opinionate all they hear of each other, impute all sorts of unworthy motives, and misconstrue every act. Let them see more of each other, and they will find out to their surprise that they have not only been looking through a magnifying glass that warn't true, but a colored one, also, that changed the complexion and distorted the views, and each one will think the t'other a very good kind of chap, and like as not, a plucky, pleasant one too."

You will determine if this reading from Haliburton's Sam Slick has a lesson for the men gathered at this table, and for the people of our respective provinces.

Dr. Colby, a cultured son of the province of Quebec, recently addressed the Historic Association in the city of Montreal. A sentence from his address caused the editor of one of your dailies to say:

"We should write it in adamantine letters upon our consciousness."

Here is the phrase as quoted:

"The co-operation of the best human material in good faith."

Dr. Colby, in the broader field of world affairs, claimed that the future welfare of human civilization depended upon this "co-operation of the best human material in good faith." Have we here a working basis whereby we in Ontario and you in Quebec can secure enduring co-operation?

Is There Any Reason?

Through Your Honour's gracious hospitality, so generously extended, we are afforded the opportunity of personal intercourse under circumstances which develop good fellowship. We from the province of Ontario look into the faces of you gentlemen from the province of Quebec, and you look into ours. Do you find any adequate reason why we should not come to understand one another, if there were the "will" to do it? If the best of us, be we rich or poor, peasant farmer or gifted jurist, Christian men whether Roman Catholic or Protestant, men who use only the French tongue or men who use only the English tongue, co-operate in good faith, can we succeed? We worship one God, though our worship is in different forms; we make our prayers to Him in different tongues, yet impelled by the same consciousness of need; we have a common heritage with you in your noble pioneers in Church, State, and private life; so you have in ours. The glory of your devoted Jesuit Fathers, who carried the message of the Cross with incredible suffering and fortitude, is ours as well as yours; and the glory of our devoted Catholic clergy and Protestant clergy of whatever denomination, who brought similar messages to the backwoods settlements of old Ontario, is yours as well as ours. Do any of us consider that insofar as prejudices keep us apart, we worthily represent our high position in the Dominion, or that sustained loss of sympathy between the great provinces will work other than grave injury to Canada?

There are centres in Canada where conspicuously able men, deservedly influential, prophesy evil, and in their pessimism indicate possible loss of our political entity. They have support from harassed men in all parts of the Dominion less fortunate in the possession of this world's goods, and who are greatly depressed through anxious care for their future. For my part, I will have no share in this pessimism. We will not sell our birthright for a mess of pottage. I do share their anxieties insofar as they reflect concern in any inadequacy of constructive public measures to cope with the present situation, and I have much greater concern in the sectional differences which endanger a united Canada. Yet I refuse to believe there is any burden which the people of Canada are called upon to carry whether caused by our own blunders or errors, or by the resultant charges for our participation in a great cause, which should occasion fear that it cannot be successfully borne. The remedies for our ills may not be sufficiently understood. When they are, the resources of the country and the character of our people will not only be equal to the task, but we will play our full part in things which matter in world affairs.

We occupy great areas of land, with men and women of every nation. We will vie with the world in growing wheat and raising cattle. We build railways, and establish great industrial activities, and we grow rich in this world's goods. In the doing, let us be careful to hold to the substance, and have the root of the matter in us.

The desire for money will always play a notable part in human affairs. But there is no redemption for the world's ills in increased riches. There is wisdom in the stern warning: "What shall it profit a man if he gain the whole world, and lose his own soul." We shall discover stability and renewed courage in the bearing of responsibility and the fulfilment of duty. In these, there is no limitation to our national greatness, and they furnish an open door which will enable us in life's great adventures, to play a worthy part at home and to share in the world's burdens and the world's conquests. But, lest we forget: "A house divided against itself cannot stand." Herein lies Canada's peril.

Premier Trust Company Reports Higher Earnings

Earnings of $22,976, reported by the Premier Trust Co., showed an increase of nearly $3,000. Following are comparative figures from the profit and loss account:

	1924	1923	1922
Earnings	$ 22,976	$ 20,266	$ 16,935
Expenses	5,099	3,719	4,316
Interest	5,963	4,483	2,807
Taxes	1,695	1,760	1,091
Written off	1,350	1,707	.....
	14,107	11,659	8,214
	$ 8,869	$ 8,607	$ 8,721
Bal. forward	1,114	86	321
	$ 9,983	$ 8,693	$ 9,042
Distribution—			
Dividends	$ 7,931	$ 7,578	$ 6,965
Reserve	1,000	.....	2,000
Balance	1,053	1,115	86
	$ 9,984	$ 8,693	$ 9,043

Statement of Assets

	Capital account	Guar. account	Estates, trusts, etc.
1917	$128,500	$ 20,436	$ 31,089
1918	137,941	21,776	307,486
1919	139,586	33,026	344,604
1920	141,362	42,540	443,567
1921	152,691	52,690	652,401
1922	155,880	66,990	706,449
1923	157,216	90,426	733,317
1924	168,788	115,976	762,994

Investments in guaranteed investment receipts with first mortgages on productive real estate allocated to each investment, increased from $90,426 to $115,976. The total assets increased from $980,960 to $1,047,759, notwithstanding the fact that during the year estates valued at over $800,000 were distributed.

February Dividend Payments

Dividends	3,825,436
Bond Interest	9,733,167
	$13,558,603

DIVIDEND PAYMENTS

Company	Rate	Date	Amount
Amer. Salesbook, pref.	1¾q	2	$53,782
Brompton Pulp, pref.	2 q	7	40,000
Canada Cement, pref.	1¾q	16	183,750
Can. Converters	1¼q	16	30,336
Cedar Rapids	¾q	16	66,750
Coniagas Mines	2½q	2	100,000
Dominion Bridge	1 q	16	65,000
Hollinger Mines	1 m	†28	246,000
Inter. Nickel, pref.	1½q	2	133,689
Kaministiquia Power	2 q	16	49,940
Loew's Buffalo, pref.	2 q	2	26,730
Monarch Knit. pref.	1¾q	2	13,125
Mont. L. H. & Pr. Cons.	1¾q	16	1,131,061
Montreal Power	2 q	16	376,000
Montreal Tramways	2.50q	2	100,000
Mortgage Corp. of N.S.	1½q	2	8,443
North. Mex. Power, pf.	*7y	2	210,000
National Brick, pref.	1¾q		58,443
Ontario Steel, com.	1 q	16	7,500
do pref.	1¾q	16	13,125
Penmans, com.	2 q	16	43,012
do pref.	1½q	2	16,125
Russell Motor, pref.	1¾q	2	21,000
St. Lawrence Flour com.	1 q	2	12,000
do pref.	1¾q	2	10,062
Steel of Canada, com.	1¾q	2	201,250
do pref.	1¾q	2	113,686
Western Trust	3s	2	30,150
Winnipeg Electric, com.	1	2	110,000
Wood, Alex. & James, pf.	1¾q	2	11,375
			3,482,324
Banks			
Imperial	3 q	2	210,000
Standard	3 q	2	120,000
Weyburn Security	2½s	16	13,112
			343,112

*Accrued to Jan. 1923; †Payable Jan. 28.
q—Quarterly.
s—Half-yearly.
m—Monthy.
y—Yearly.

BOND INTEREST DUE IN FEBRUARY

Company	Rate	Due	Amount
Abitibi	6	1934	88,170
Canada Bread	6	1941	31,932
Canada Foundries	6	1942	5,817
Canada Paper	6	1938	4,500
Can. Steamships (deb)	5	1943	121,342
Can. Nat. Rlys.	5	1954	1,250,000
do	5	1924-38	562,500
Famous Players	6½	1943	16,250
Duluth S. Shore	4	1990	302,140
Havana Elec.	5	1952	194,152
Harris Abattoir	6	1928	14,814
Holt Renfrew	6½	1937	19,305
Inter. Tissue Mills	6	1935	9,120
Lyall Cons.	6	1932	20,643
Maple Leaf Mill	6½	1943	65,000
Monterey Rly.	5	1962	74,912
Price Bros.	6	1943	300,000
Rogers, Wm. A.	6	Sev.	11,550
St. Maur. Power	6½	1953	293,364
Wpg. Sub. Rap. Tram.	5	1938	12,500
Wayagamack	6	1951	135,156
			3,533,167
Corporation			3,533,167
Municipal			*3,400,000
Provincial			*2,800,000
			$9,733,167

* This figure is determined by dividing by twelve the estimated total interest payable during the year on these issues.

$2,362,000 Increase

	End of 1924	Increase
Huron & Erie		
Canadian Debentures and Savings Deposits	$19,200,000	$1,599,400
Canada Trust Company		
Guaranteed Mortgage and Passbook Certificates	5,110,000	762,800
		$2,362,200

Assets	End of 1923	End of 1924
Huron & Erie	$26,800,000	$28,400,000
Canada Trust Company	15,250,000	16,800,000

The Huron & Erie transferred from its profits for 1924 to its Reserve Fund the sum of $100,000. Paid-up Capital and Reserve Fund now total $6,750,000.

The outstanding character of Huron & Erie first mortgage investments is again demonstrated. For the **Seventeenth** consecutive year the Corporation had **no real estate among its assets,** either directly or indirectly, other than its own office premises. The few properties which came into its possession during 1924 were sold outright to individuals who had no connection of any nature with this institution.

The Canada Trust Company owns no real estate **of any description.**

Both institutions are subject to inspection at any time, without notice, by Dominion Government Officials.

The Huron & Erie
MORTGAGE CORPORATION

The CANADA TRUST COMPANY

14 King Street, E., Toronto, Ontario
London, Ont., (four), Windsor, St. Thomas, Chatham, Winnipeg,
Regina, Edmonton and Victoria
T. G. Meredith, K.C., President; Hume Cronyn, General Manager

HAS PRICE WAR AT LAST REACHED AUTO INDUSTRY?

Outlook is That Small Concerns Are Facing Rough Going

The automobile industry is now busy on its production for the year of 1925. To all intents and purposes things are going along fairly well, yet behind the curtains the producers are facing one of the biggest problems that has confronted the industry sinces its inception. Apparently all are at sea in regard to the outlook, and in the meantime there is no reckless plunging into big production. There has been considerable price cutting, and it is intimated in some quarters that prices must come down further even at the expense of quality. The first price cutting started real trouble. It cut off buying almost altogether. The consumer did not aim to lose money by purchasing when prices might be lower, and so kept out of the market. The result is that the lowering of prices did not bring the expected demand. As THE FINANCIAL POST has frequently pointed out, big business is making it harder and harder for the smaller concern to survive. Prices must be met even at a loss, or business will drop off. This means ruin to the small maker. Indications are not lacking that the end of the year may either see a number of the smaller producers out of business entirely or merged with others. Casualties in the motor industry have been terrific, despite the fact that many look upon the business as a gold mine.

It has been pointed out that a few years ago there was a gear company that was supplying gears to 164 different makes of cars, whereas to-day this has been reduced by 117. This means that 117 companies, which for the most part were financed by the public, have passed out, and their stock is to-day worthless. It is interesting that the name of Charles M. Schwab has been associated with a proposed large combination, which will take quite a number of the small automobile concerns and put them into one big merger. It is also stated, unofficially, of course, that a good many small and unimportant companies are going to drop out of the business. In other words, it is really a price war that is on, and more price cutting is to follow, which practically means that the little fellow cannot stand up. A. E. O. Boesel, Noyes and Jackson, brokers, New York, in commenting on this fact, says the market will be very spotty, and there is to be sensational success in some quarters, and failures in others.

TURKEY DAY BRINGS REAL GOOD BUSINESS

Napanee Movement Has Grown to Mean $100,000 in Trade Yearly

An evidence of what can be achieved by community work is Napanee's Turkey Day, held yearly, which has steadily developed into a two-day "Poultry Fair," in which upwards of $100,000 changes hands. It attracts farmers from all over the country. The merchants and business men cooperate, and find that as a result a great deal of the money ebbs its way into their stores. Much of it comes in during the poultry fair, and the balance is usually left on deposit in Napanee banks providing the farmers have accounts there. Not only is this a boost for the bank, but a good deal of the remainder comes back to the merchant later.,

Napanee Poultry Fair is not the outcome of a hit-or-miss scheme. It was well thought out and the Chamber of Commerce as well as the town council make sure that real buyers and sellers get together, says Dry Goods Review. The fair is advertised in local papers. It is not necessary to mention much more than the dates, as everybody is now familiar with the nature of the big turkey get-together movement. A similar announcement appears in the papers in the surrounding cities and towns, such as Kingston, Belleville, Deseronto, Picton, etc. The Board of Commerce sets the date of the sale, then the secretary notifies the big buyers in Montreal, Toronto, New York, and other centres in both Canada and the United States.

Care has been taken to see that the farmers have been given complete instructions by government men and others sent out for the purpose, as to the proper method of killing. The poultry is always brought in nicely dressed—not, of course, drawn or ready for the table. The buyers want good birds and are prepared to pay a premium for them. This has resulted in a considerable improvement in the quality of the poultry each year.

Representatives of the buyers pay by cheque through the local banks. Provision is made for this as soon as they arrive in town. This is what helps to make the two days excellent from a business standpoint. Usually the women on the farm "own" the poultry, and they are the ones who get the money. They do the bulk of the buying, and because it is their money retail trade benefits accordingly.

INTERNATIONAL PAPER

MONTREAL.—The private bills committee of the Quebec legislature has confirmed an agreement between the city of Three Rivers and the St. Maurice Lumber Company, fixing the assessment of the company's properties at $6,000,000 for twenty years. In return the company, which is the important Canadian subsidiary of the International Paper Company, will extend its paper plant by adding two new paper machines.

Frank P. Jones Suggests Tariff Based on Uniform Rates of Duty

(Continued from page 17)

As an illustration of this point, take cotton goods. If a Canadian were to buy $100 worth of so-called raw cotton and a foreign manufacturer bought $100 worth of so-called raw cotton, under the proposed tariff, instead of coming into Canada free, as it does now, $25 would go into the treasury of the Dominion. The Canadian manufacturer then puts $100 worth of Canadian labor on it turning it into cloth, therefore the cloth would cost $225. The foreign manufacturer puts $100 worth of labor on his raw cotton, and, assuming he has paid no duty on his raw cotton, the cloth would cost him $200. He says: "I will ship this into Canada without any profit." $200 worth of cotton cloth coming into Canada under a tariff of 25 per cent. would have to pay a duty of $50, so it is plain the foreign cotton when imported into Canada, without considering freight, would cost $250, as against a Canadian cost of $225. The difference is $25, which is 25 per cent. of the value of the labor employed in Canada.

Works Any Way

I do not care whether you take one dollar's worth of labor and a million dollars' worth of so-called raw material, or a million dollars' worth of labor and one dollar's worth of raw material, it is just as true as two and two make four, a uniform rate of duty on everything will give you that rate of protection on the labor employed in Canada. Furthermore, I think you would find that under these conditions labor would be better employed and the burden of taxation would be more equitably distributed.

Under this tariff we would not attempt to produce articles which should not be produced in Canada. If the demand for the articles which could profitably be produced in Canada were not sufficient, capital would wait until the Canadian demand, or the Canadian demand plus what export business we would get would enable us to produce in quantities sufficient to insure a normal cost before entering into the business, and thus goods would be produced in Canada so that Canadians could buy Canadian goods.

Such a tariff would greatly decrease the cost of collecting. It would enable the government to abolish the so-called sales tax, which I contend no intelligent body of men would impose on any unfortunate country. I do not think there is any doubt that for every dollar the government gets out of the sales tax more than two dollars come out of the pockets of the people of this country.

Retain Dumping Duties

With a uniform rate of duty on everything coming in, I would by all means retain dumping duties, because I believe they are beneficial to the country, in that they prevent goods from being slaughtered in Canada and forcing Canadian industries to the wall when the price is raised, so that over a period of time the consumer is not getting cheap goods.

Under our present laws, if you import an article and incorporate that article into something which you export, you get a rebate of 99 per cent. of the duty paid. The present law reads something as follows: "When the article imported is brought in, attached to, or becomes part of, the article exported, a rebate of 99 per cent. of the duty paid is given." I would change this and give a rebate of 99 per cent. of the duty paid on any article which is used exclusively to produce goods which are exported, whether said article is wrought into, attached to, or becomes part of the article exported or not.

Referring to the British preference, I am not going to discuss whether the British preference is advisable or not, but I do say it is most inadvisable as it stands to-day, because we are not really giving a preference to Great Britan only, but also giving a preference to foreign countries.

For example, manufacturers of cutlery, machinery, or anything else in Great Britain, may purchase steel in Germany, bring it into Great Britain, then ship the finished product over here and get the full preference. The manufacturer of shoes may buy his leather from a German tanner, who has imported Argentine hides; the English manufacturer buys the leather from the German, brings it into England, makes it into shoes, ships them into Canada, and gets the full benefit of the preference, and, in any of these cases, or all of them, over 50 per cent. of the value of the goods imported into Canada may have been produced by foreign labor. I contend this preference should be administered on the same principle as the uniform tariff; that is, it should be based on labor. To illustrate this point, let us say that a manufacturer in England buys $100 worth of raw cotton in the United States, he imports it into England, puts $100 worth of labor on it and produces cotton cloth, which has cost him $200; when the cloth comes into Canada it should bear the full duty on the value of the raw cotton in it and get a preference on the value of the British labor put into it, and no preference beyond this. In other words, the preference should be a preference for British labor and not a preference on foreign labor.

Preference Not a Success

Our preferential tariff has not been a success. We say we give Great Britain a preference of 1/3. We are not giving a preference on all our trade because, as previously stated, four hundred million dollars of our imports come in free. There is, therefore, no preference on this four hundred million; another hundred million come in at very low rates of duty. Therefore, the preference on this hundred million is of very little commercial value. In fact the only preference which is worth anything is on the four to five hundred million which produce the greater part of our revenue. We are accordingly giving Great Britain a preference on somewhere between four-tenths and one-half of our business.

A uniform rate of duty on everything would change all this, and Great Britain would get a preference of one-third on all our business, and I contend it is good business to buy from the man who buys from you, or buy from the country who buys from you, because by so doing you are increasing your customer's purchasing power. Secondly, by getting a return cargo, whether by rail, by boat, or otherwise, you are cheapening the cost of delivering your goods to your customer.

Few people make a study of the tariff question. They all think it would take a Philadelphia lawyer to understand our present tariff, and I do not think they are very far wrong. But I contend it is the duty of every Canadian to see whether or not we are to have a tariff, and if we are to have a tariff, endeavor to see that it is made, not, as I contend our present tariff is, by the way cases are presented in Ottawa, but framed so that it will produce revenue and encourage labor in Canada by giving the whole of the incidental protection derived from the tariff to labor and labor only.

BETTER TRADE IN NEWFOUNDLAND

ST. JOHN'S.—General improvement in trade, absence of unemployment and evidence that throughout the island there had been a return to prosperity featured the financial statement issued by the Minister of Finance and Customs. Official returns for the six months ending December 31, 1924, show revenue collected as $4,722,222, as compared with $4,081,457 for the corresponding period last year.

FORD OF CANADA

During the calendar year 1924 Ford of Canada shipped 71,726 cars and trucks, of which 37,822 were domestic and 33,904 foreign. This compares with 79,115 cars and trucks in 1923 comprising 41,762 domestic and 37,353 foreign.

BOSTONERS' FIGHT TO GET CANADIAN POWER BROADENS

(Continued from page 1)

shown that the necessary capital for the development has been obtained and is available for this work. It is impossible to obtain the necessary capital for this enormous work in Canada and the company has been obliged to go to the United States for it. The project provides for the development of 400,000 horsepower at the Carillon dam, which dam is the property of the Department of Railways and Canals, which has an office at Carillon relative to the dam and the Carillon canal. Naturally, the dam must be raised to a high level. This will permit of a more deep water navigation than at present on the Ottawa River and will create business and a considerable commerce in the Ottawa River Valley between Montreal and Hull. Carillon and Point Fortune and other villages and towns on the borders of the Ottawa River will be launched as soon as the project is commenced into an era of prosperity, the same as has happened on the borders of the St. Maurice. It is a recognized fact that 100,000 horsepower will be held for the electrical needs in the province of Quebec and a contract has already been executed for the exportation of the surplus under certain conditions. You have stated that there are in the province of Quebec 15 million horsepower available for exploitation, and that the present development is less than 1,000,000 horsepower. The great city of Montreal has taken 50 years to absorb 250,000 horsepower. The situation, generally, is such that the great Carillon waterpower development is held up for 100 years if the above-mentioned project is stopped.

The additional power required in the future in the province can be furnished by small developments which can be absorbed immediately, or within a brief delay and gradually and by the expenditure of relatively modest sums of money from time to time. The Carillon development should be undertaken in one single definite operation by reason of the largeness of the river, and the cost of construction of a gradual and periodical development would make the project financially impossible. The enterprise cannot pay of itself if the entire installation is not done in one development. It is only in this way that the capital can be attracted and it must come from the United States, but this capital will be invested in Canada, and more particularly in the province of Quebec.

"The development at Carillon will bring the department of railways and canals a revenue of $150,000 a year. That means $14,000,000 at 4 per cent., compounded semi-annually for a period of 40 years. It means 14 foot navigation on the Ottawa river to Ottawa and Hull, from the St. Lawrence, without the expenditure of a single dollar on the part of the federal government. The quantity of power reserved for the province will obviate the necessity of buying a million and a half tons of coal a year in the United States. The Carillon project involves an expenditure of about $40,000,000 in the provinces of Quebec and Ontario, the greater part in the province of Quebec, to be expended in the course of two years, in materials and salaries and wages, and the expenses incidental to construction. This work will furnish employment to over 2,000 men, during two or three years, at Point Fortune and Carillon and will considerably improve the labor situation during the construction period and thereby considerably relieve the unemployment situation that exists. It will mean, also, more employment in cement, steel and other factories which will supply the materials."

False Gleam of Prosperity

Those who have been following the series of articles in THE FINANCIAL POST on the question of water power export will not be attracted by the gleam of apparent prosperity that is suggested by this picture. The fact of giving employment to 2,000 men for two or three years will not be regarded as of much importance when it is considered that after the development is completed all except a score or so of these men would be out of jobs and would probably have to go to the United States to find jobs in the factories that would spring up in that country as a result of the supplies of cheap power from Canada. And the enormous investment of $40,000,000, referred to, will be recognized as of minor importance compared to the investment of several times that, that would eventually be made in Canada in factories and communities to utilize the power, if we retained it for home use.

The true relation between power investment and the other investments such developments make possible was shown by a recent analysis of the United States government.

This analysis showed that of the whole investment in water power and the industries built up by it, only 13.4 per cent. is found in the water power development itself and no less than 86.6 per cent. in the industries that utilize the power. In the matter of employees, less than 3 per cent. of these are engaged in the production of power while over 97 per cent. are engaged in industries created by that power and utilizing it. The wages paid are 2.3 per cent. of the total in water plant itself and 97.7 per cent. of the total in the plants that buy the power for their business.

Great and widespread benefits are received by all the people and interests in any district affected by the production of new power, from steam or other sources, but the benefits are largely due to the application of the power to industry. The benefit derived from the power itself is usually small, accounting as it does for less than 3 per cent. of the business of the district.

The question that members of the Quebec house are likely to consider is whether Canada ought to permit these extensive secondary investments to be made in the United States now or in Canada later, or when our natural growth will make it possible for us to utilize the power and will make it necessary, in fact, for us to have it under home control. That this time will not be long in coming is the opinion of cautious observers. Julian C. Smith, general manager of Shawinigan Water and Power Company, estimates that all the power in Canada will be in use inside of a generation.

THE DOMINION BANK

ESTABLISHED 1871

THE DOMINION BANK

Fifty-fourth Annual Meeting of Shareholders

The Fifty-fourth Annual General Meeting of The Dominion Bank was held at the Head Office in Toronto, on Wednesday, January 28th, 1925, at which the following statement of the Profit and Loss Account and the Liabilities and Assets of the Bank as on December 31st, 1924, was presented:

PROFIT AND LOSS ACCOUNT

Balance of Profit and Loss Account, 31st December, 1923			$ 825,374 98
Profits for the year, after deducting charges of management and making full provision for bad and doubtful debts			1,144,082 22
			$ 1,969,457 20
Which amount has been disposed of as follows:			
Dividends (quarterly) at Twelve per cent, per annum		$ 720,000 00	
Bonus, one per cent.		60,000 00	
Total distribution to Shareholders of Thirteen per cent. for the year			$ 780,000 00
Contribution to Officers' Pension Fund			45,000 00
Dominion and Provincial Government Taxation			169,332 33
Written off Bank Premises			75,000 00
Balance of Profit and Loss Account carried forward			900,124 87
			$ 1,969,457 20

GENERAL STATEMENT

LIABILITIES

Capital Stock paid in			$ 6,000,000 00
Reserve Fund		$ 7,000,000 00	
Balance of Profit and Loss Account carried forward		900,124 87	
Dividend No. 169, payable 2nd January, 1925		180,000 00	
Bonus, one per cent., payable 2nd January, 1925		60,000 00	
Former Dividends unclaimed		886 00	
			8,141,010 87
Total Liabilities to the Shareholders			$ 14,141,010 87
Notes of the Bank in Circulation		6,684,596 50	
Deposits not bearing interest	$19,515,760 58		
Deposits bearing interest, including interest accrued to date	71,862,525 00		
		91,378,285 58	
Advances under the Finance Act		4,300,000 00	
Balances due to other Banks in Canada		2,100,288 77	
Balances due to Banks and Banking Correspondents elsewhere than in Canada		1,218,938 10	
Bills Payable		24,937 50	
Letters of Credit Outstanding		2,145,816 55	
Liabilities not included in the foregoing		545,459 66	
Total Public Liabilities			108,398,322 66
			$122,539,333 53

ASSETS

Gold and Silver Coin, current	$ 2,157,911 46	
Dominion Government Notes	10,982,524 75	
Deposit in the Central Gold Reserves	800,000 00	
Notes of other Banks	859,840 00	
United States and other Foreign Currencies	126,104 97	
Cheques on other Banks	8,882,788 83	
Balances due by other Banks in Canada	7,906 62	
Balances due by Banks and Banking Correspondents elsewhere than in Canada	3,136,209 22	
	26,953,285 85	
Dominion and Provincial Government Securities, not exceeding market value	14,574,325 94	
Canadian Municipal Securities, and British, Foreign and Colonial Public Securities other than Canadian, not exceeding market value	4,725,489 03	
Railway and other Bonds, Debentures and Stocks, not exceeding market value	2,367,910 09	
Call, and Short (not exceeding thirty days) Loans in Canada on Stocks, Debentures and Bonds and other Securities of a sufficient marketable value to cover	15,227,000 17	
Call and Short (not exceeding thirty days) Loans elsewhere than in Canada on Stocks, Debentures and Bonds and other Securities of a sufficient marketable value to cover	2,712,091 07	
		$ 66,560,102 15
Other Current Loans and Discounts in Canada (less rebate of interest) after making full provision for all bad and doubtful debts	45,625,862 66	
Other Current Loans and Discounts elsewhere than in Canada (less rebate of interest) after making full provision for all bad and doubtful debts	1,157,721 29	
Liabilities of Customers under Letters of Credit, as per contra	2,145,816 55	
Real Estate other than Bank Premises	90,263 01	
Non-Current Loans, estimated loss provided for	347,038 63	
Bank Premises, at not more than cost, less amounts written off	6,038,084 15	
Deposit with the Minister of Finance for the purposes of the Circulation Fund	328,860 00	
Mortgages on Real Estate sold	21,034 09	
Other Assets not included in the foregoing	224,551 00	
		55,979,231 38
		$122,539,333 53

NOTE—Included in Call and Short Loans in Canada and elsewhere, are advances against documents covering Grain and Flour, aggregating $10,409,977.92.

A. M. NANTON,
President.

C. A. BOGERT,
General Manager.

AUDITORS' REPORT TO SHAREHOLDERS

WE REPORT TO THE SHAREHOLDERS OF THE DOMINION BANK:—

That we have audited the above Balance Sheet as at December 31st, 1924, and compared it with the books and vouchers at Head Office and with the certified returns from the Branches. We have obtained all the information and explanations that we have required, and in our opinion the transactions of the Bank which have come under our notice have been within the powers of the Bank.

In our opinion the Balance Sheet discloses the true condition of the Bank and is as shown by the books of the Bank.

A. B. SHEPHERD, C.A.
of Peat, Marwick, Mitchell & Co.
PERCY C. BAXTER, C.A.
of Macintosh, Cole & Robertson.

TORONTO, January 19th, 1925.

Sir Augustus M. Nanton, President, Mr. A. W. Austin, Vice-President, and Mr. C. A. Bogert, General Manager, addressed the Shareholders with regard to the Bank's affairs and briefly reviewed the state of Canadian business and finance. Appropriate references were made to the death on August 4th, 1924, of Sir Edmund B. Osler, who was associated with the Bank since its inception, and President since 1901.

The following gentlemen were elected Directors: Messrs. A. W. Austin, C. S. Blackwell, R. J. Christie, R. Y. Eaton, E. W. Hamber, Wilmot L. Matthews, R. S. McLaughlin, Sir Augustus M. Nanton, W. W. Near, F. Gordon Osler, A. T. Reid, H. H. Williams.

At a subsequent meeting of the Directors Sir Augustus M. Nanton was elected President and Mr. A. W. Austin, Vice-President.

A. M. NANTON,
President.

C. A. BOGERT,
General Manager.

RESOURCES OF CANADA HELP BUILDING TRADE

Wide Range of Material in Vast Deposits of Country

The developments in the production of building materials during the last few years indicate the extent of the Dominion's resources in this regard. In Canada the first settlers built their homes with logs; then those who desired more substantial dwellings used the stone resources and sometimes the boulders they removed in making the land suitable for agricultural purposes. Later, as the lumber industry grew, the frame-house became more popular and the majority of dwellings erected since then have been of this type, except in the cities and bigger towns, where the tendency has been towards the use of more fire-resisting material. According to the 1921 census, 73 per cent. of the houses in the Dominion were of wood, about 22 per cent. of brick, and the remainder of stone, concrete, gypsum, and other materials.

Clay products usually have been the most economical materials for exterior construction and brick plants are in operation near most important cities. Suitable clay and shale deposits are widely distributed throughout the provinces, and excellent products are made which compare favorably with imported materials. During recent years hollow burnt-clay building blocks have become popular, and many artistic dwellings, industrial and public buildings, are erected with these blocks and finished with brick or stucco.

It is a matter of history that early builders knew and utilized the secret of synthetic stone (concrete) in the building of their permanent structures. Science has so improved upon these age-old secrets that to-day we have a building material as enduring as stone, a ready servant of both architect and builder. The result has been that the use of this material has greatly increased in the past two decades. Owing to well distributed resources of high-grade materials, Canada holds an important place in the Portland cement industry, producing, in 1923, 7,677,196 barrels of cement, valued at $15,417,587, of which 493,751 barrels, worth $824,811, were exported.

The erection of buildings, combining both permanence and attractiveness, may be effected by using some of the better grades of Canadian stone. Suitable building stones include the limestones of Portneuf County, Que., Niagara, Ont., and Tyndall, Man.; sandstones from Wallace, N. S., and Cloucester and Westmoreland Counties, N. B., and the many granites of Eastern Canada and British Columbia. For interior decoration, there are the handsome variegated and other marbles of Eastern and Central Ontario; the delicately-tinted marbles of the Eastern Townships of Quebec, and those of the Kootenay district. British Columbia. These with many other building stones found in most of the provinces provide materials with which to erect excellent buildings without recourse to imported stone.

Although structural steel, reinforced concrete, gypsum, and asbestos products are now largely used for modern buildings, much timber is required in some form or other in every building; in fact, in some districts houses are built entirely of Canadian woods. There are certain species of trees, such as mahogany, teak, etc., that cannot be grown in this country; these woods we must import for use in various industries, but in the building industry there are Canadian woods for every purpose. In Eastern Canada, there are such soft woods as pine, spruce, and hemlock, and such hardwoods as birch, maple, basswood, ash, beech and oak. In the West the immense forest resources of British Columbia are capable of supplying for construction and other purposes various timbers of which Douglas fir is the most important, and for its weight and the large sizes in which it can be obtained the strongest structural timber in the world. The demand for this species both in Canada and for export is steadily growing and in 1922 more than 820 million feet board measure were sawn in the mills of the province. British Columbia also produces other woods, such as western hemlock, western red cedar, western yellow pine, larch, and spruce, all of which are suitable for both structural purposes and interior finish.

In addition to the problems in connection with the utilization of our resources there are many others in the building and construction industries that offer opportunity for careful technical research. As the total expenditure for new construction in Canada each year amounts to a very large sum, it is obvious that comparatively small economies in the production of building materials and methods of their application result in a large saving. Several departments of the Dominion government are constantly working with a view to conserving our resources of structural materials and improving methods of production.

The expansion of the home market for such construction materials as steel, lead, architectural terra-cotta glass, slate, oils, and varnishes, many of which are at present imported in considerable quantities, will result in a fuller development of the Dominion's resources in building materials.

SPILLERS' COAST ELEVATOR

VANCOUVER.—Constructed at a cost of $2,000,000, to handle 2,250,000 bushels of wheat. Spillers' new elevator, recently officially opened, is the fourth elevator now in commission here, and the first privately operated. It is a link in the chain of elevators recently acquired by the big British firm.

MACHINERY REPLACES SOME COAL MINERS

CORBIN, B. C.—Recently installed motor compressor, shovel loaders, shearing and drilling machines, are playing their part in offsetting high wages and mining costs of Corbin Coals, according to E. L. Warburton, mine manager. The system recently introduced is not yet final, and he hopes to work out some system of mechanical mining and loading of coal which will both cheapen production and help the marketing of the product. This company utilized the six-months' strike of last summer in conducting an exhaustive study on cleaning its coal, and established that the grades from ¾ inch to 3 inches carried the most impurities, and were responsible for making the marketing difficult. An Elmore a jig unit was then installed, but could not be utilized until the strike ended late in the fall. Used for the portion of the output that was giving trouble, it has converted it into a grade for which the supply cannot keep up with the demand.

Like the Crow's Nest Pass Co., Fernie, Corbin Coals was forced to look on during the strike period, while large users of steam coal in the "Inland Empire"—the territory centring around Spokane—unable to wait on uncertainty, booked their contracts in Washington, Wyoming, and elsewhere. Available markets are still much restricted, and the company is accordingly operating part time, but in due time, with its improved product, the company expects to win back its full position in the Western market.

A Hamiltonian Policy for Canada

Contributed by a Canadian Manufacturer.

In September 1789, a little over 135 years ago, Alexander Hamilton, that great statesman who laid the foundation of the fiscal policy of the United States of America, was appointed secretary of the treasury in Washington's first cabinet. The session of Congress of 1790 was marked by his measures for the funding of the public debt. At the beginning of December, a few days after the opening of the next session of Congress, Hamiton submitted his report upon manufacturers, of which an eminent English writer says that "as a state document it stands in the first rank not only by its quality of thought, but by reason of its ultimate authority."

Adam Smith's "Wealth of Nations," which was published in 1776, had been closely studied by Hamilton, and the doctrines of free trade of which it was the most powerful exponent then in existence were perfectly well known to him. They were, however, put aside as unsuited to the needs of the new Republic, the conditions of which were completely different from those existing in the mother country which naturally affected Adam Smith's thought more than those of any other country.

Hamilton's conception of the ideal fiscal policy for the thirteen states, which were then united only in name, was one that would make for the greatest possible unity and that would, in the course of time obliterate conflicting interests and bind the diverse commonwealths into a self-contained prosperous and united nation, and not merely a confederation of jealous states.

Having fought strenuously for a constitution that would provide for essential and not merely nominal union, his first measures as a member of the first government, were directed toward the establishment of what he conceived to be such an ideal policy.

There has been much writing and more speaking in the meantime, but it may be claimed with the greatest assurance that the principles which Hamilton laid down are as applicable to Canada to-day as they proved to be for the country for which they were intended, and in which their worth has been so abundantly proved by experience.

A few extracts only are required to indicate the main feature of the remarkable document referred to above:

"Not only the wealth but the independence and security of a country appear to be materially connected with the prosperity of manufactures, Every nation with a view to those great objects, ought to endeavor to possess within itself all the essentials of a national supply

"The possession of these is necessary to the perfection of the body politic, to the safety as well as to the welfare of society."

Proceeding on these fundamental statements Hamilton argued that national development requires manufacturers and traders in addition to farmers and planters. The human and material resources of the imperial estate must both engage the attention of government. In a self contained confederation commercial security and national well-being demand a development which shall be symmetrical and not lopsided, a society of varied enterprise and multitudinous employment. The development of a nation will be much more rapid if it encourages a town population to support its country people, artisans to consume the produce of the fields, farmers to employ the output of the mills. The establishment of work-shops will prove a benefit by "creating in some instances a new, and securing in all, a more certain and steady demand for the produce of the soil."

It clearly makes for the wealth of any country if it can "furnish greater scope for the diversity of talents and dispositions which discriminate men from each other."

The immigration of good citizens will be stimulated.

It is the function of the estate, according to Hamilton's argument, to provide inducements that would make men engage readily in manufacture; to sustain industries against the ruthless and deliberate assaults of more powerful communities; to meet the commercial regulations of foreigners with a vigorous and consistent policy of national defence.

If he were framing a fiscal policy for Canada to-day Hamilton would doubtless add some provision against conditions which might come about without any "deliberate" or "ruthless" design on the part of foreign manufacturers—the desperate need of European nations to find an external market, or the possibility of Canadian industry being swamped by the waves of over production in the United States.

Hamilton was cut off before his economic principles were accepted by his adopted country, but it is an historical fact that the astounding prosperity of the United States was not attained until after they became the preponderant feature of national policy.

Canada has come to a time in its growth when two great problems are to be solved which are practically identical with those that faced the people of the thirteen states 135 years ago; the welding of diverse interests into a solid national unity and the stabilization of the sources of national wealth and prosperity. The experience of our kinsmen and the principles laid down by Hamilton for their guidance, which they have followed to such excellent advantage, are not to be lightly put aside for doubtful experiment, or doctrinaire fiscal policy.

The seperate and sometimes diverse interests of the several sections of the Dominion must be merged in the common interests of the nation as a whole and to this end government must function in the enactment of such measures as will promote every means for the creation and increase of industry of every kind that is possible in the conditions of climate and natural resources with which the country is endowed so that there may be not only the greatest possible activity in agriculture and stock raising, but in the cultivation of the resources of the forest and of the sea, the development of mines and the prosecution of manufacture of every sort and kind that is practicable and productive of commodities necessary to the comfort and convenience of every class of the population, or of materials that may be profitably exported to other countries.

It is in only such measures that the remedy will be found for the troubles that seem to be growing in the provinces by the sea, on the wide expanses of the prairies and in the cities that have grown up on the expectation that their various manufacturing enterprises would be fostered and encouraged by reasonable fiscal provisions. From such measures will come also relief from the fear that the great national railway systems will bankrupt their owners and swamp the resources of the federal treasury.

There is no argument so convincing as the argument from experience and the experience of our nearest neighbor, with physical conditions in many respects similar to those of the settled portions of Canada, is that great prosperity has resulted from strict adherence to the principle of encouraging and fostering a self-contained and comprehensive system of industrial activity.

It is useless to try to compare Canada with the mother country, which for a time seemed to be an example of the possibility that great prosperity might be developed without the fostering care of government. Conditions are so dissimilar that comparison is impossible, and conditions at present apparent in Great Britain are not such as to encourage Canada to follow her example.

Those super-patriots who cannot approve any policy that does not bear the British trade-mark need not go outside of Canada for proof that the policy of Hamilton is the proper policy for this country. The most prosperous days of the Dominion were those in which the fiscal policy of government was most closely patterned on that of Washington's youthful secretary of the treasury, and thinking and observing men will not believe that prosperity was merely coincident with governmental action and not a consequence.

CANADA SPENDS MUCH BUT GETS FEW IMMIGRANTS

(Continued from page 1)

was $6,525,131; while the value of those shipped out was $8,452,426. The settlers' effects that went to the United States exceeded those that came in therefrom by $2,200,000, the figures being $7,482,186 and $5,290,199 respectively.

The decrease in immigration last year, at a time when it has been so badly needed, is sure to result in a demand for the appointment of another minister. No blame attaches to Hon. J. A. Robb, the existing minister, for his duties as acting minister of finance are too exacting to permit of him giving to immigration the amount of attention that a minister who had this department alone to look after would give. Failure to get more settlers cannot be attributed to lack of expenditure on publicity, for last year parliament voted $3,647,000 for immigration work. If we get 120,000 settlers during the current fiscal year we will do well, and assuming that all the money voted was spent, they will have cost $30 apiece.

CENSUS REPORTS HAVE VALUE FOR BUSINESS FIRMS

(Continued from page 2)

able and for that reason need not be covered by the decennial census.

In addition to the preliminary reports the final results of the census will be published in a form of a report in six volumes, of which, the first volume came out a few days ago. The contents of each volume, in brief, as are follows:

Volume 1.—Number and distribution of population, rural and urban, sex, racial origins, religion.

Volume II.—Ages, conjugal condition, birthplace, birthplace of parent, year of immigration and naturalization. citizenship, language, literacy and school attendance, blindness and deafmutism.

Volume III.—Families, dwellings, ownership of homes, rentals, earnings.

Volume IV.—Occupations and employment.

Volume V.—Agriculture—with introduction.

Volume VI.—A series of special studies or monographs on features and results of the census of population deemed of special importance, as follows: Growth and distribution of the population of Canada; rural and urban population; sex, conjugal condition and ages; racial origins, birthplaces, citizenship and language; religions; literacy and school attendance: the Canadian family, its size, earning power, etc.; occupations, earnings and unemployment; blindness and deaf-mutism. These chapters will also be issued as separate reprints.

What Information Is Taken

The first volume contains a very interesting introduction, apparently prepared under the direction of Dr. R. H. Coats, Dominion Statistician, on census taking in Canada. It is pointed out that one of the earliest censuses taken in modern times belongs to Canada. In 1666 the colony of New France had a census. This, of course, was a very meagre affair, and the census taken to-day is on a much more scientfic basis. In fact no less than 565 different items of information were taken in the census of 1921.

The following is a brief description of the information that was obtained in the census:

1. **Population.**—The list of questions is in general conformity with international usage and previous practice in Canada. A question dealing with the fertility of marriage, which appears in certain censuses as supplementary to the vital statistical records of births and marriages, was omitted, in view of doubts as to its practicability. Questions relating to insanity and idiocy were also omitted, previous attempts to obtain the information through the census having proved abortive. On the other hand an attempt was made for the first time to obtain a record of unemployment for the census year, though in view of the difficulties of using the census for such purposes complete success was not expected. Another new feature was a record of the birthplaces of the father and mother of each individual, which, in conjunction with the questions as to citizenship and racial origin, will permit the segregation of Canadians of three generations or longer family residence in the country and thus meet an insistent public demand. Other subjects on which information is sought include the name, family, place of residence, tenure and class of home, conjugal condition, sex, age, birthplace, citizenship, literacy, language, religion, occupation and earnings.

2. **Agriculture.**—The schedule on agriculture. The schedule will elicit a wealth the several branches of the Departments of Agriculture of the Dominion and of the provinces, with whom the bureau also collaborates in its monthly and annual crop reporting and other statistics of agriculture. The schedule will elicit a wealth of information on such features as farm tenures, acreages, farm values, expenses, crops, forest products, live stock, animal products, farm facilities, marketing, irrigation and drainage. For census purposes a farm is "all land being over 1 acre in extent directly operated or farmed by one person either with his own labor alone or with the help of members of his family or hired employees."

The statistics for each farm were collected, as in the western census of 1916, on a single schedule, instead of on several schedules as in 1911 and previous censuses. This has greatly increased the facilities for checking, and has enabled revision to be carried to a scale previously impossible. Though the expense of the agricultural census has been thereby increased, the gain in completeness and accuracy has been considerable.

3. **Animals, Animal Products, Fruits, etc., not on farms.**—This schedule is supplementary to the agricultural schedule. There are, of course, a considerable number of horses, cattle, poultry, bees, etc., within urban limits, and their products, together with those of market gardens, town orchards, etc., are in the aggregate important.

4. **Manufacturing, Trading and Business Establishments.** — Only the names and addresses of these concerns, it will be observed, are collected by the census. The purpose of this schedule has been already explained, namely, as foundational to the annual census of industrial production, conducted by the bureau through correspondence direct with producing concerns. The list as collected by the census are, of course, co-ordinated with directories of various kinds in use during the intercensul period. The names of trading or mercantile as well as industrial concerns are collected, for the purposes of a second inquiry or census covering the distribution and merchandising of goods as distinct from their production. The names of producing concerns on their receipt in the bureau are passed on to the several sections of the industrial census; those of trading establishments are transferred to cards and arranged in conformity with the general classification scheme employed in the bureau, as the first step in the projected inquiry. They have been carefully checked in this form against existing directories.

5. This was a special schedule for the blind and for deaf mutes.

National Life Staff Makes High Records

The success which women are making in the life insurance field is demonstrated by the record made by Mrs. M. C. Gray, wife of the Detroit manager of the National Life Assurance Company. In three days she wrote 47 applications for insurance; Dec. 26, 12 applications; Dec. 27, 18 applications and Dec. 29, 17 applications, the 28th being Sunday. It is no doubt the high production records of this and other members of the company's field staff which have contributed to the success of the company in increasing the business written by 49 per cent. during 1924. The twenty-sixth annual report just published, shows that the company has been able to maintain its finances in a strong position, while securing the big increase in business. The total assets now stand at $6,635,668, of which $618,122 is surplus.

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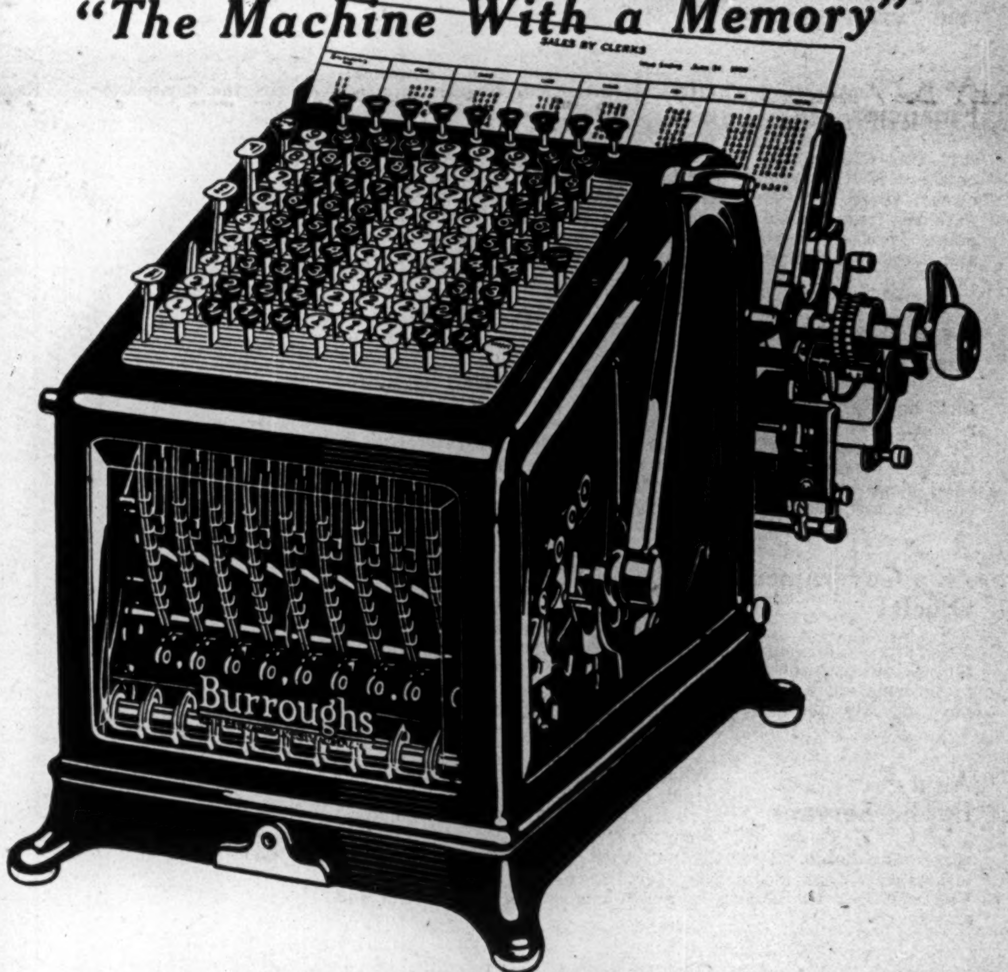

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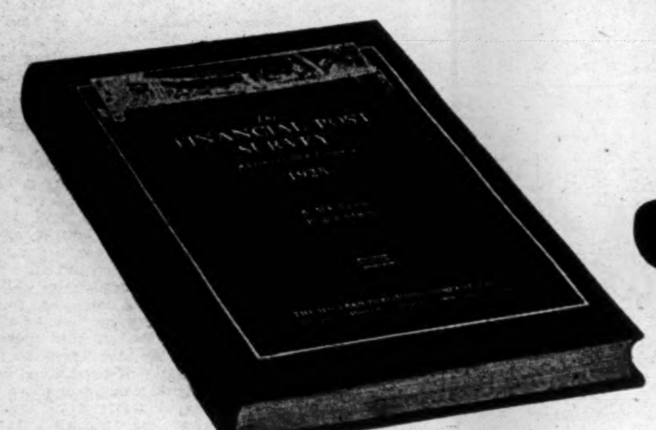

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No one who is interested in any phase of business or industry can fail to find here information that will be invaluable.

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As a Manufacturer You must know that prices are soundly based. You must know the location and value of raw materials. You must know of the world conditions affecting them. You must know of the distribution of population; its character, whether urban or rural; its national characteristics; you must know the local conditions affecting its prosperity. You must know something of labor conditions, power facilities, transportation. This and other information is ready to your hand.

As a Farmer It is vital to you to know of commodity prices; to know the quantity and location of farm products that compete with your own. You must know something of railroad facilities, and rates, matters that vitally affect you. You must know of the factors that affect the prosperity of the community; they govern the prices you receive. You must know of customs and tariffs; they govern the cost of what you buy. The Survey will meet your need for business information.

As a Retailer It is important to have an intimate understanding of the factors governing the prosperity of the section you serve. Only with such information can you safely govern your buying. You must know something of the trend of imports; they influence your prices. You must know of local production. But it is not enough to know that crops are good in your own section. The price of these crops is governed by the production in Quebec or British Columbia. The Survey will meet your every-day need for these and other details.

As An Exporter You are interested in new markets. It is of value to you to know what we ship to Brazil, to Argentina, to China. It is of importance to you to study the year-by-year fluctuations of this business. It is of importance to know the factors—the very definite factors that govern these changes. You will find daily use for figures on production, manufactures, transportation, customs. In these and many other ways, you will find the Survey indispensable.

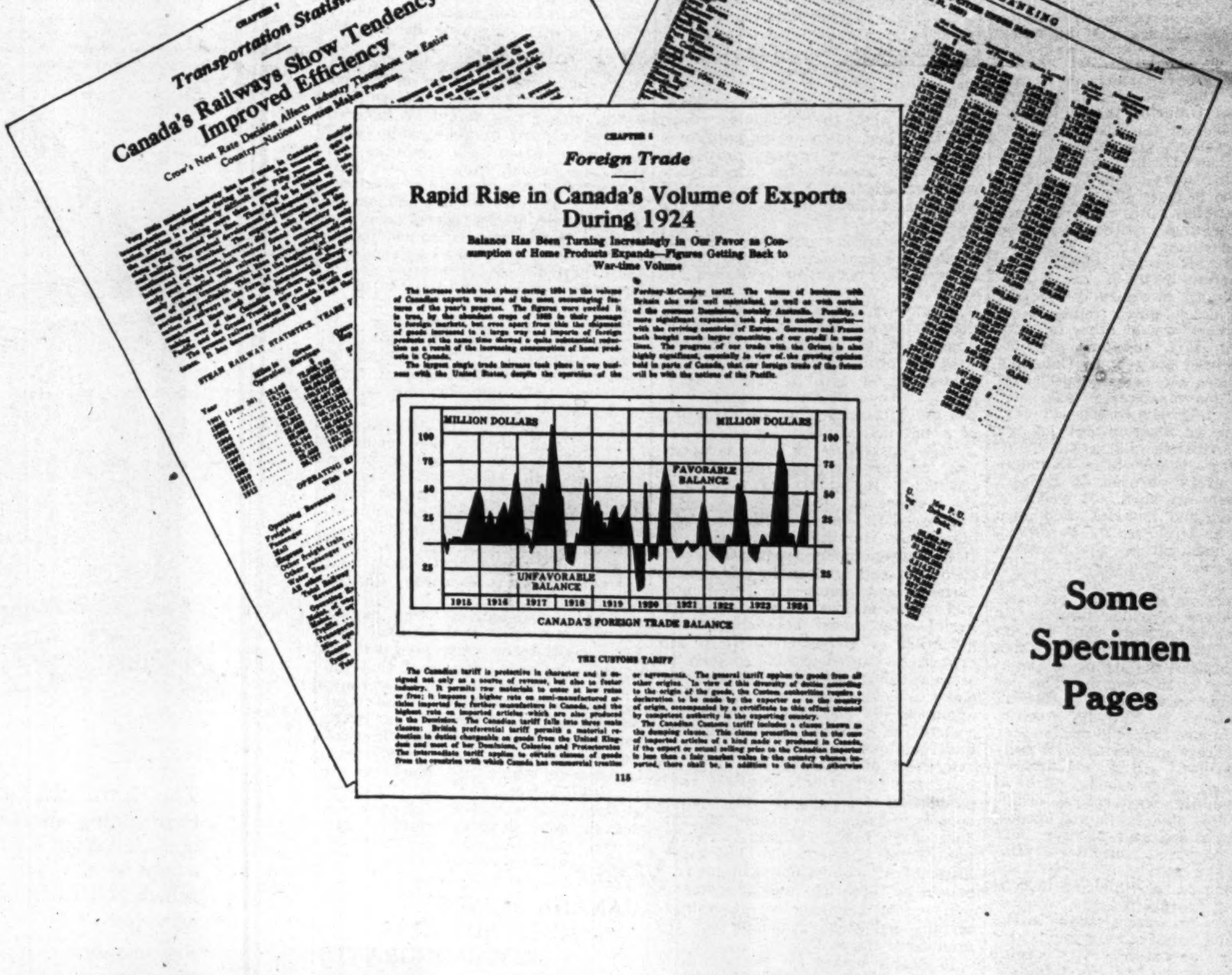
As a Financier There is a constant need for authoritative figures, on business, manufacturing, mining, lumbering, pulp and paper imports and exports. Much of such information may be more or less available for you. But nowhere is it so readily available as in the Survey. Nowhere else is there such an exhaustive array of important figures, gathered from Canadian sources, collated from a Canadian viewpoint. Nowhere else is there such a complete and authoritative and accessible compendium of vital information.

As a Banker or Insurance Man As a banker, you are not only a user of such information as is found in the Survey, but you are also a distributor. You are constantly being asked for facts and figures on various topics. It is part of the service you render. In this service it is the aim of the Survey to assist you. As an insurance man or bond salesman, you are interested in the factors governing local prosperity. You must know where sales conditions are promising. This and other information of equal moment is tabulated for your service.

As a Governmental Official Figures are often the basis of your service. They are vital to your understanding of conditions; they are a guide to your decisions and activities. They are essential in debate; in the formulation of policies; in the government of your office. As you also are the disseminator of information to your constituents, it is worth your while to have a ready source of reference, on which you can rely.

As a Public Servant Whether federal, provincial or municipal, or in the service of public and private utilities, there is a constant demand for accurate information readily available. There is no other source, where so much information that meets your peculiar needs, can be obtained. You will find the Survey a marvelous conserver of time and energy.

As a Well-Informed Man Any man or woman who aims to live up to the full responsibilities of their citizenship are thereby obligated to an understanding of the factors that affect their country's interests. To be well informed does not involve the onerous task of knowing every fact; but it does imply the necessity of knowing where such facts can be obtained. In The Financial Post Survey, the vital facts regarding Canada are under vour hand.



Transportation Statistics

Canada's Railways Show Tendency to Improved Efficiency

Crow's Nest Rate Decision Affects Industry Throughout the Entire Country—National System Makes Progress

PUBLIC FINANCE AND BANKING

Foreign Trade

Rapid Rise in Canada's Volume of Exports During 1924

Balance Has Been Turning Increasingly in Our Favor as Consumption of Home Products Expands—Figures Getting Back to War-time Volume

THE CUSTOMS TARIFF

115

Some
Specimen
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A Service Produced by Canadians, for Canadians—An Exhaustive Tabulation of Facts and Figures Pertaining to its Trade, Industry, Agriculture, Finance, Transportation, Mining and Other Factors in Canadian Prosperity.

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